

FIG. 1A

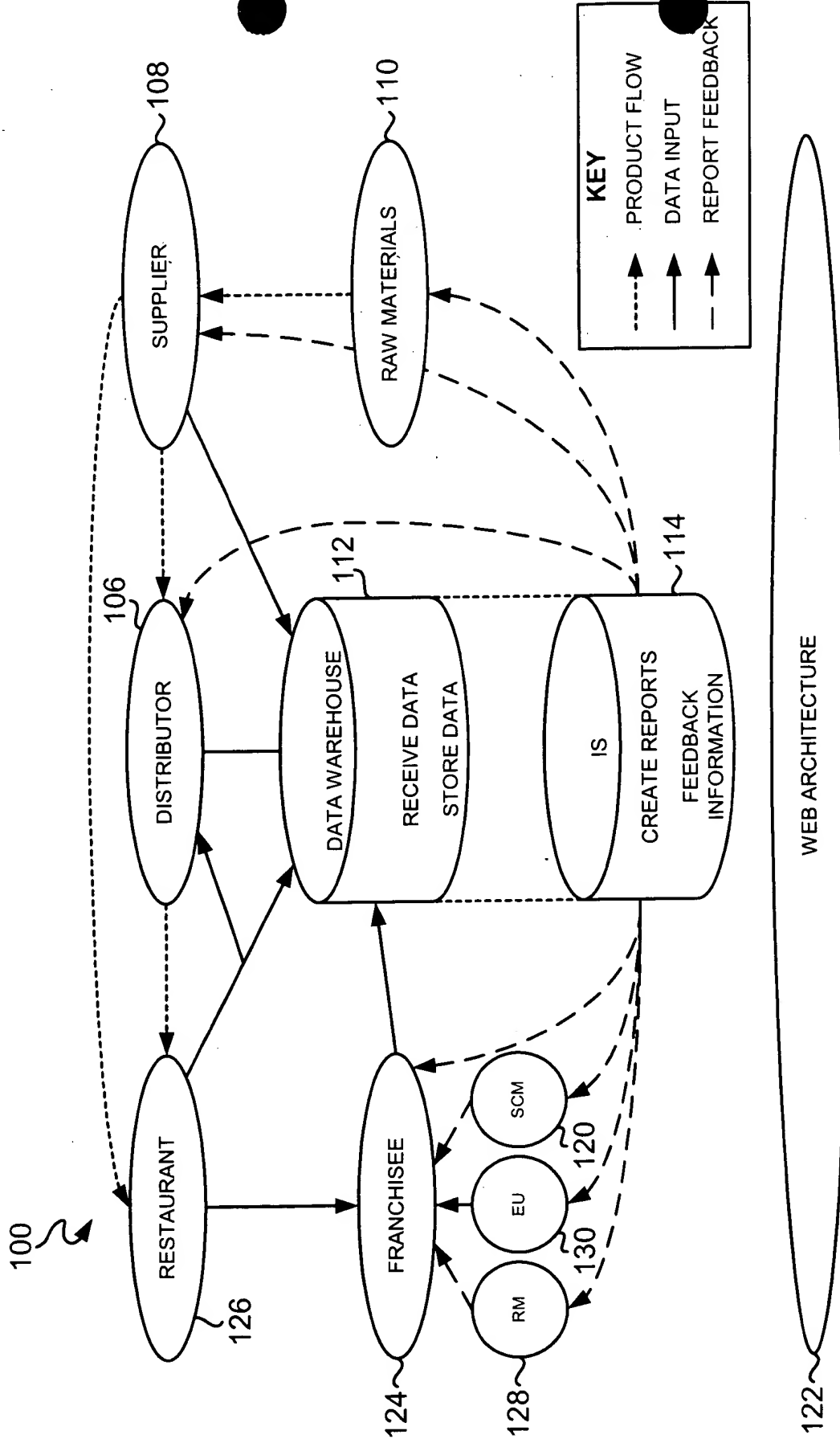
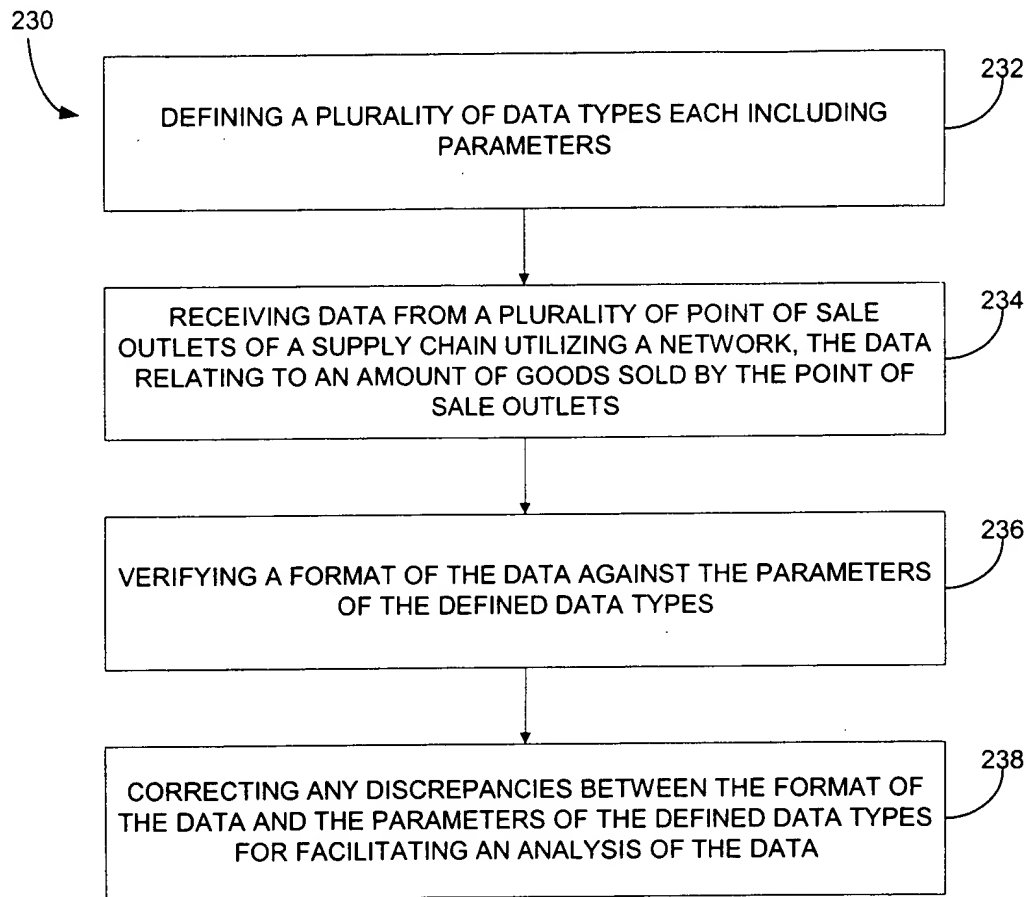
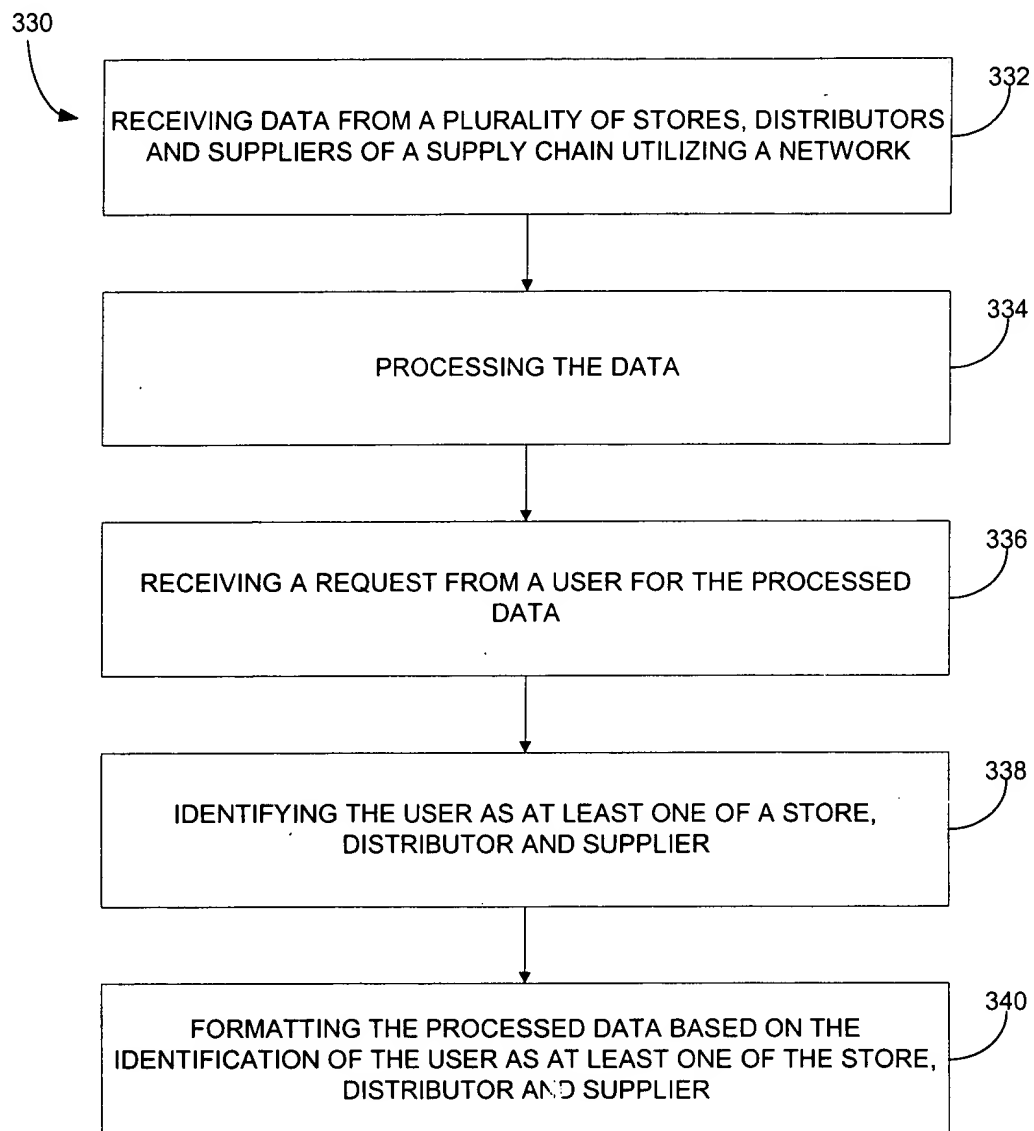


FIG. 1B



**FIG. 2**

FIG. 3



**FIG. 3**



40

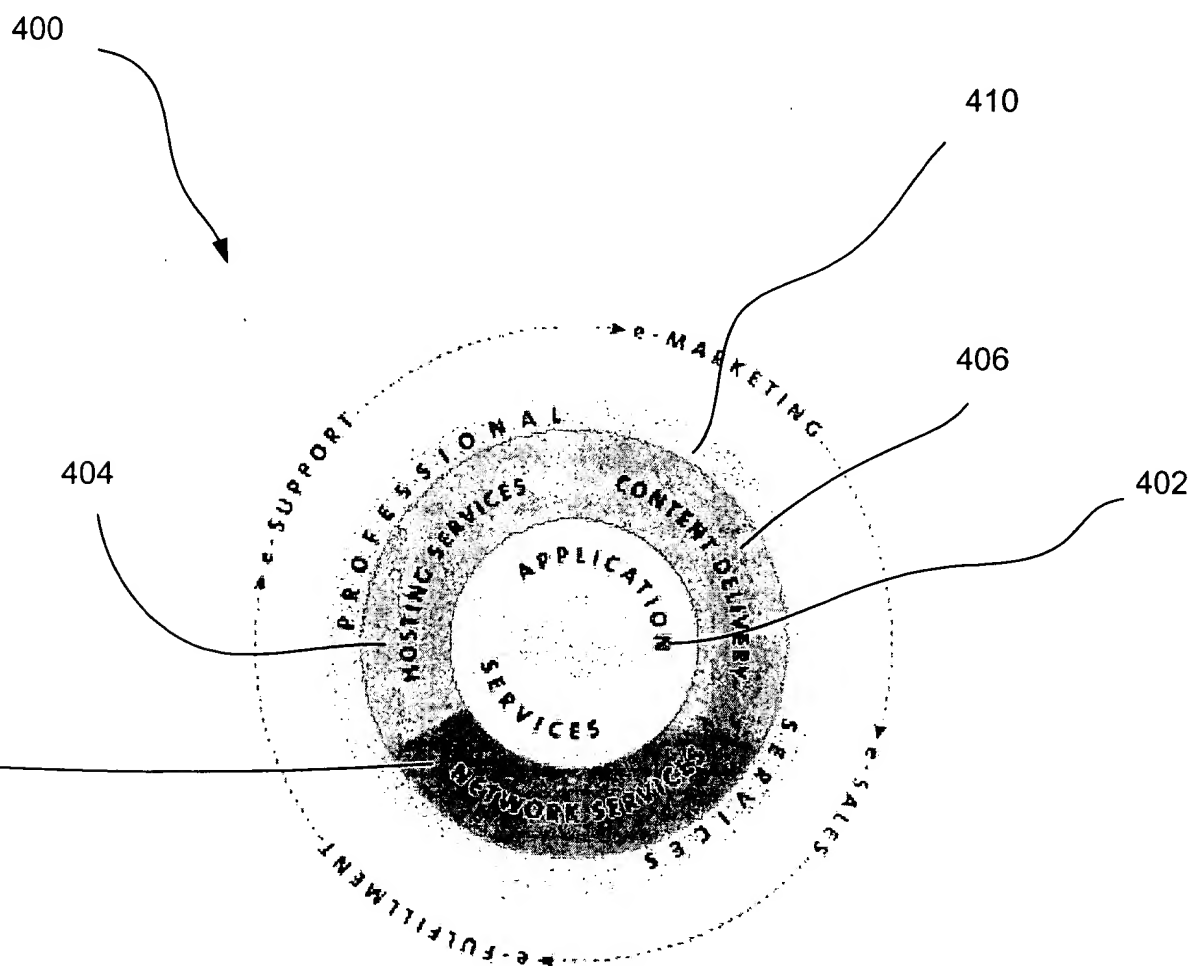
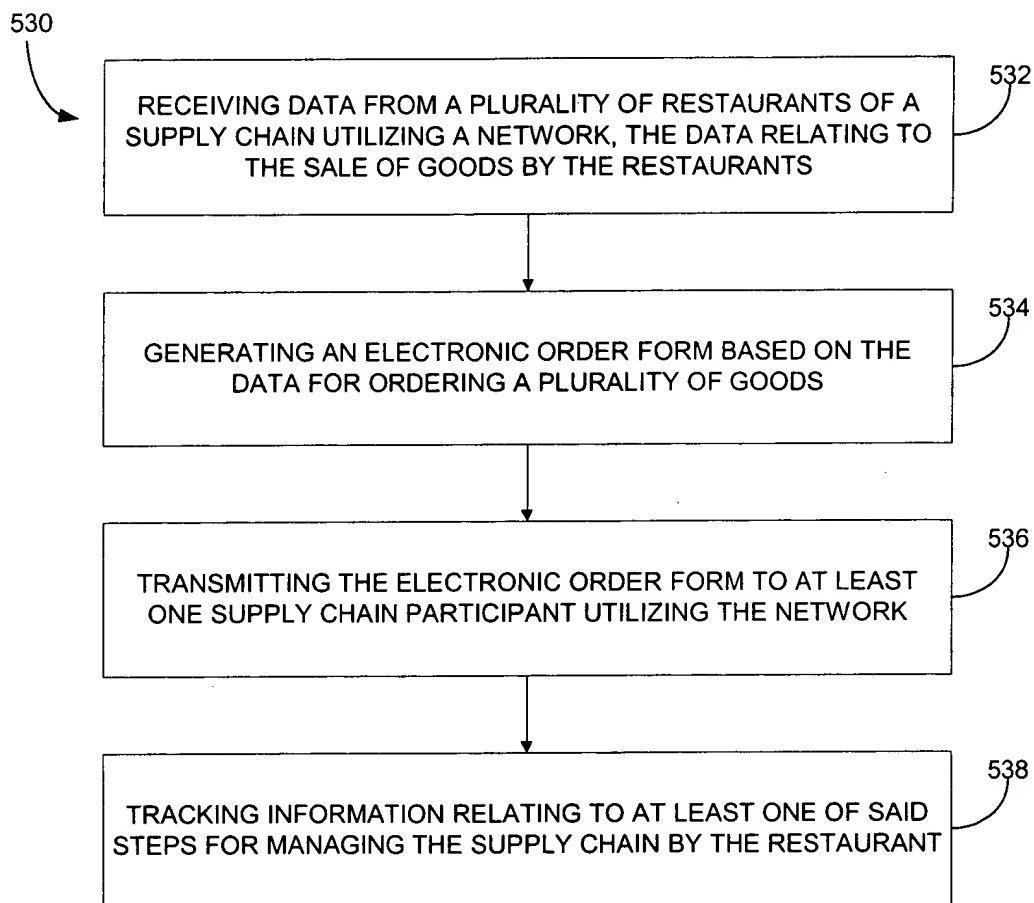
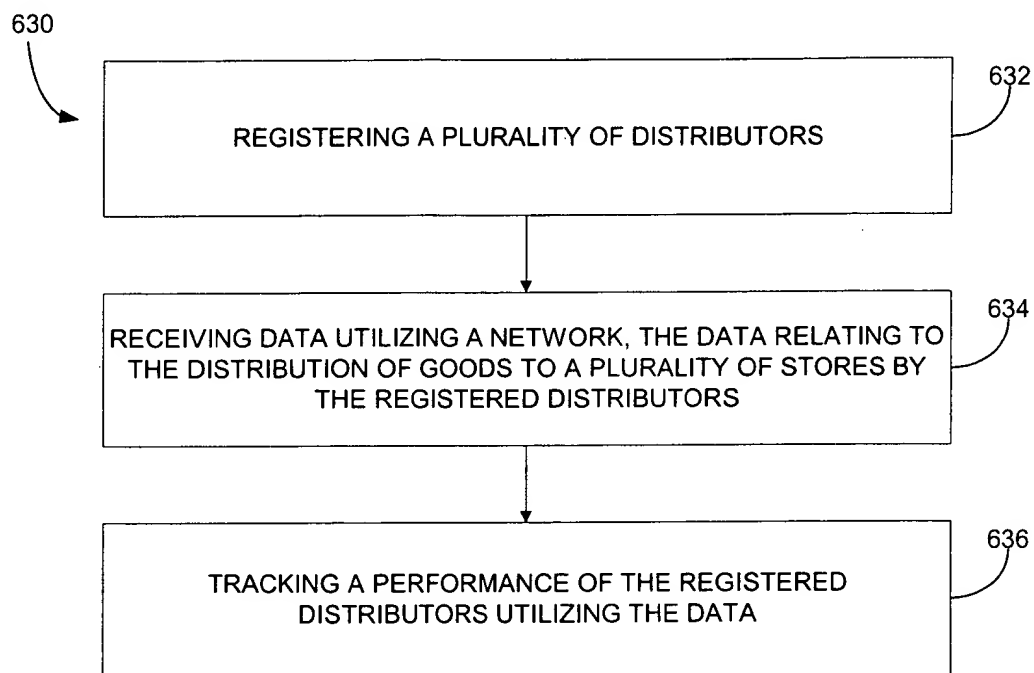


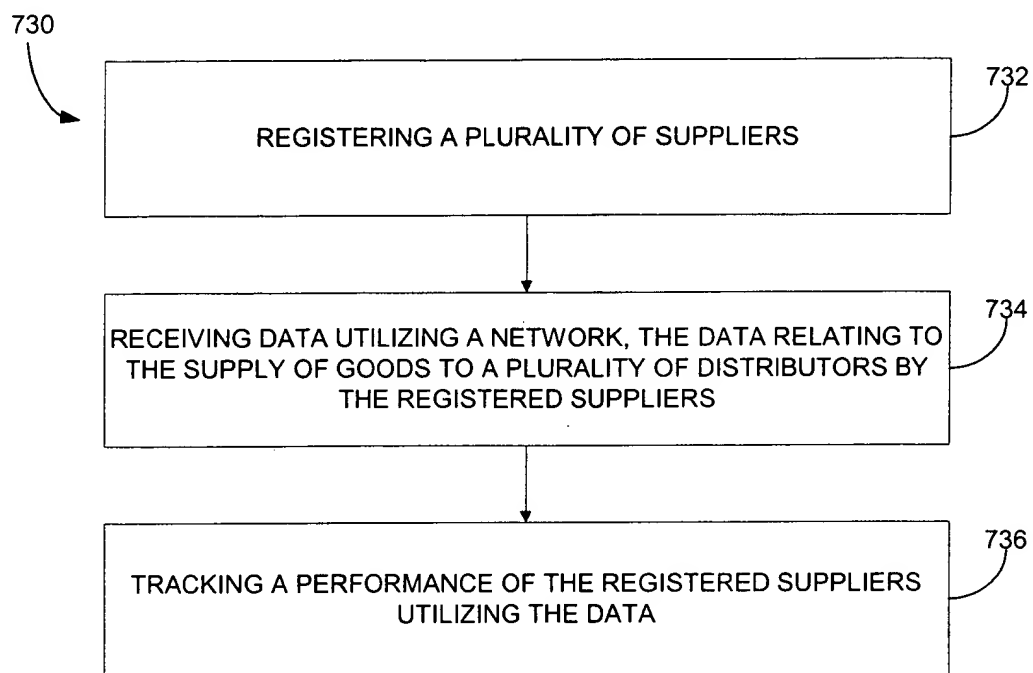
Fig. 4



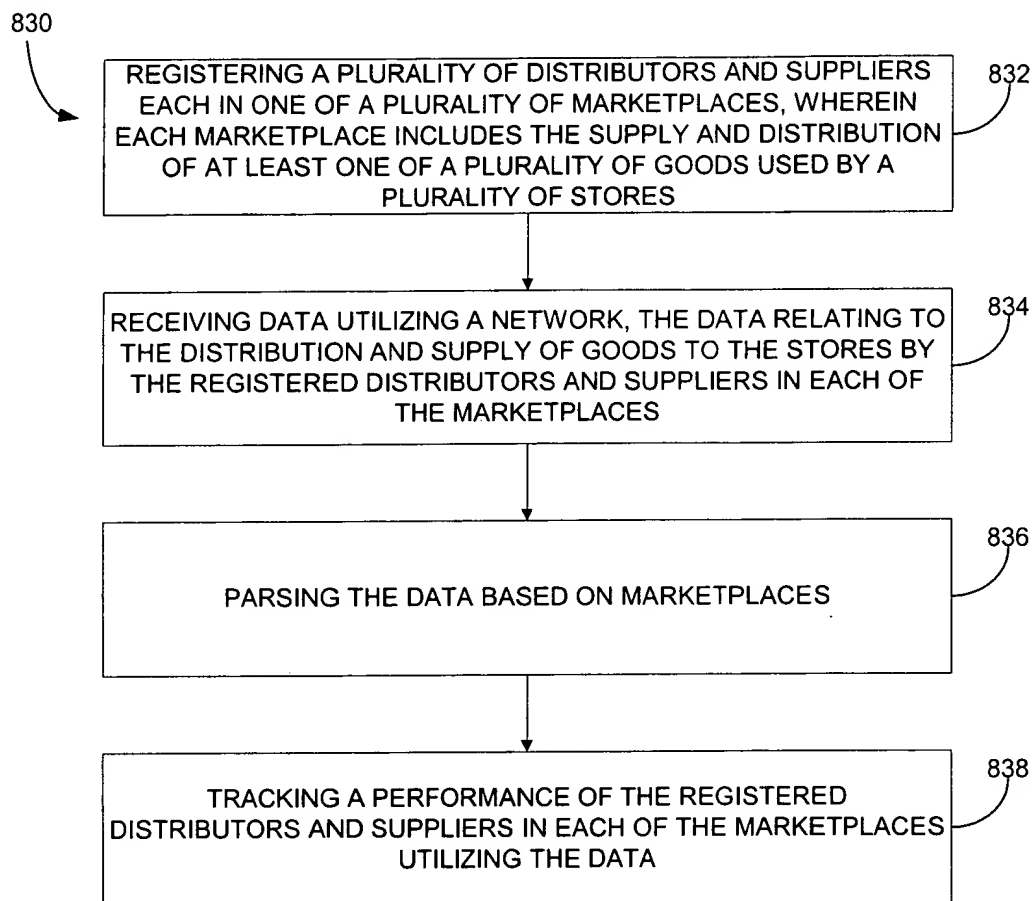
**FIG. 5**



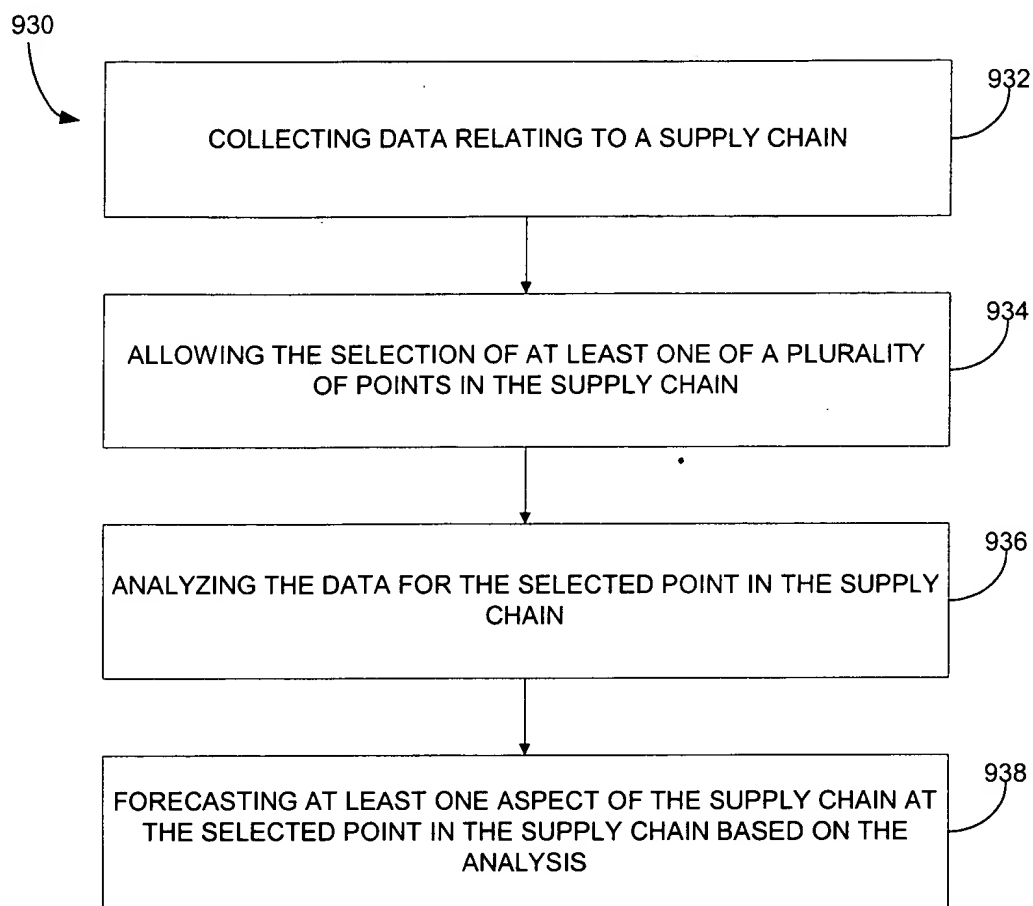
**FIG. 6**



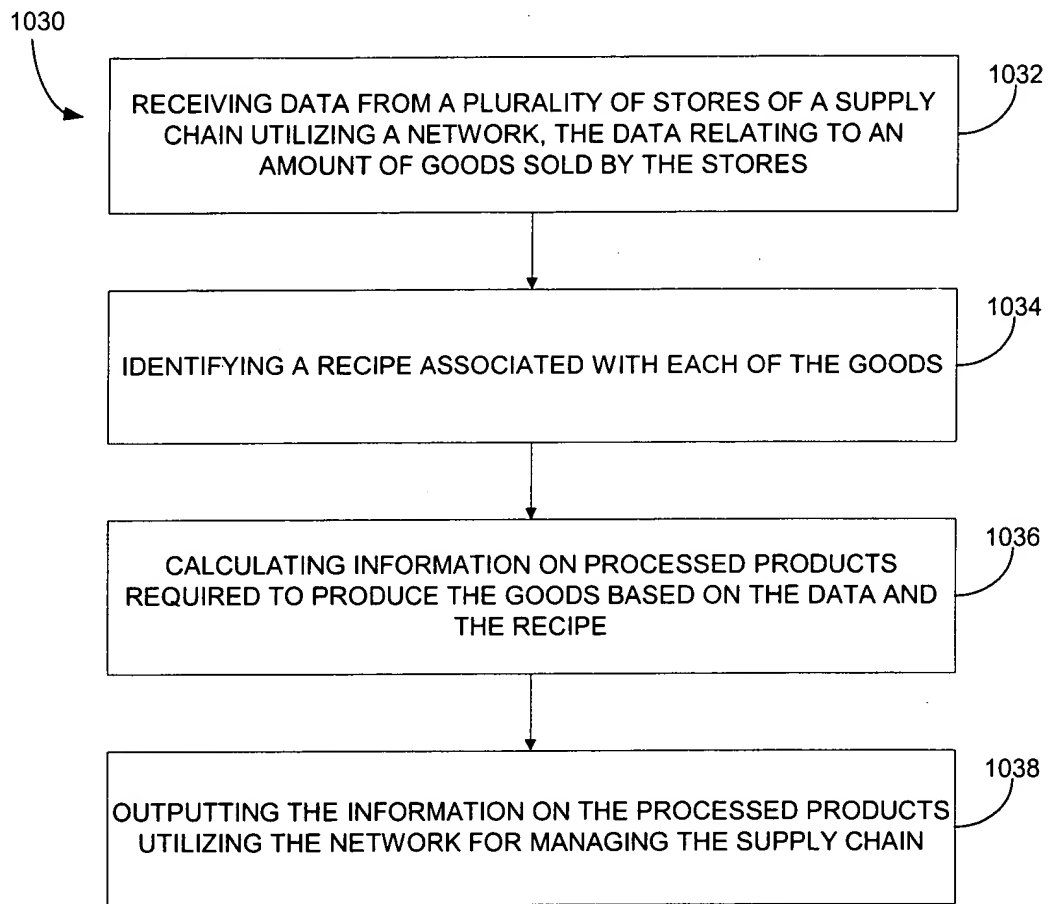
**FIG. 7**



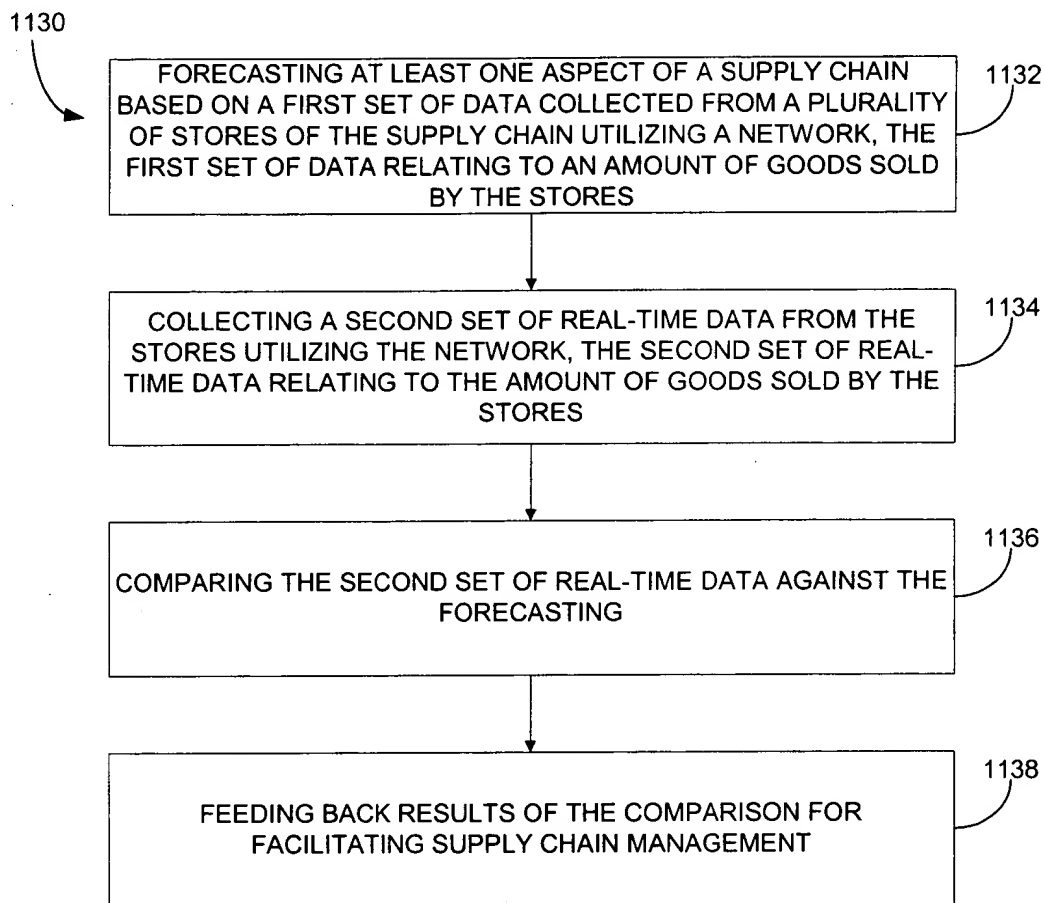
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



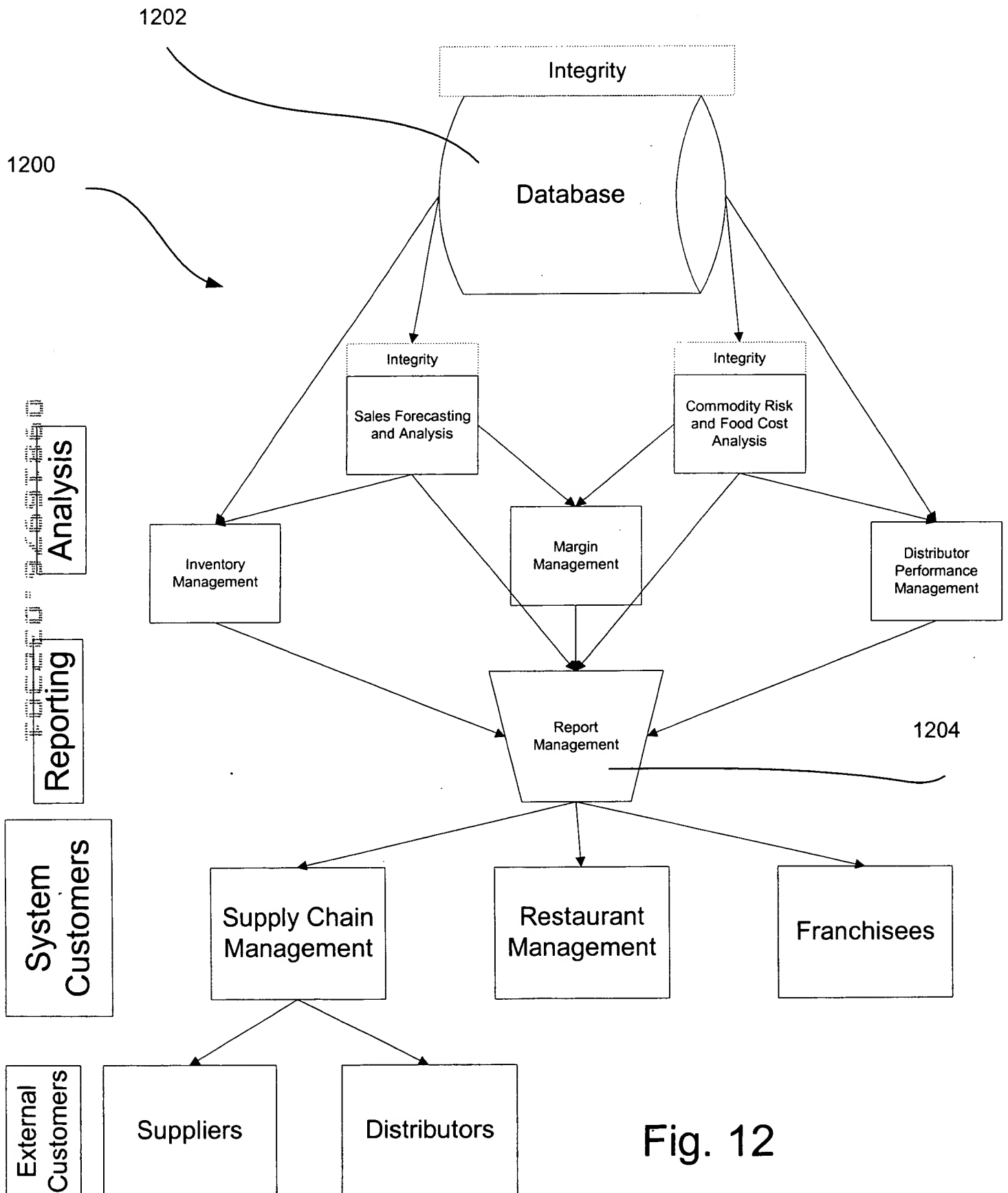
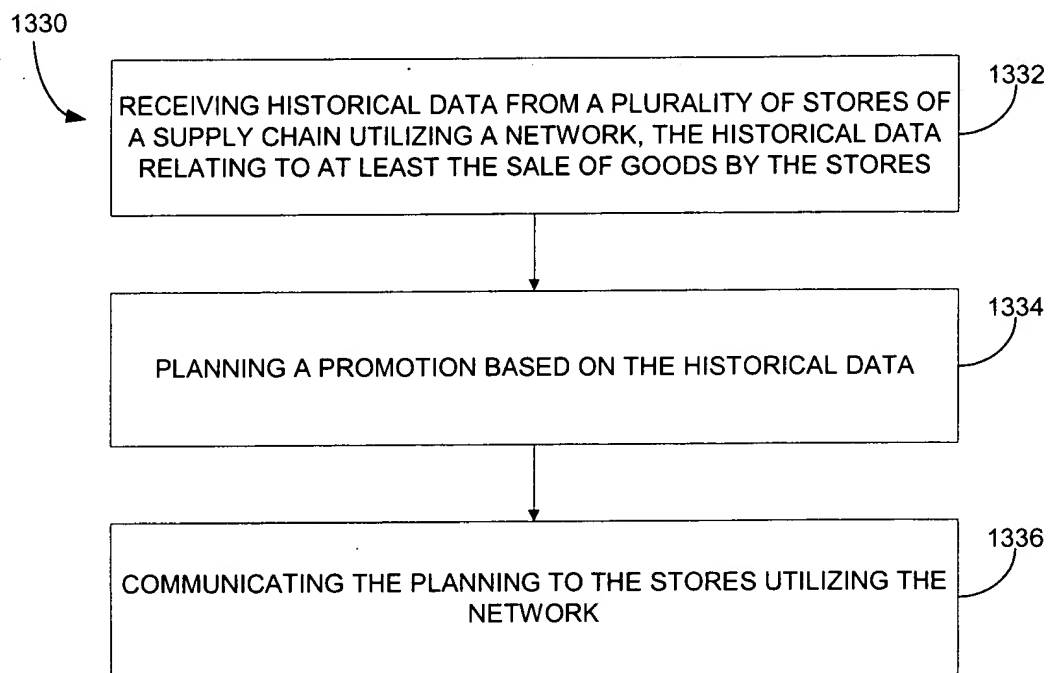
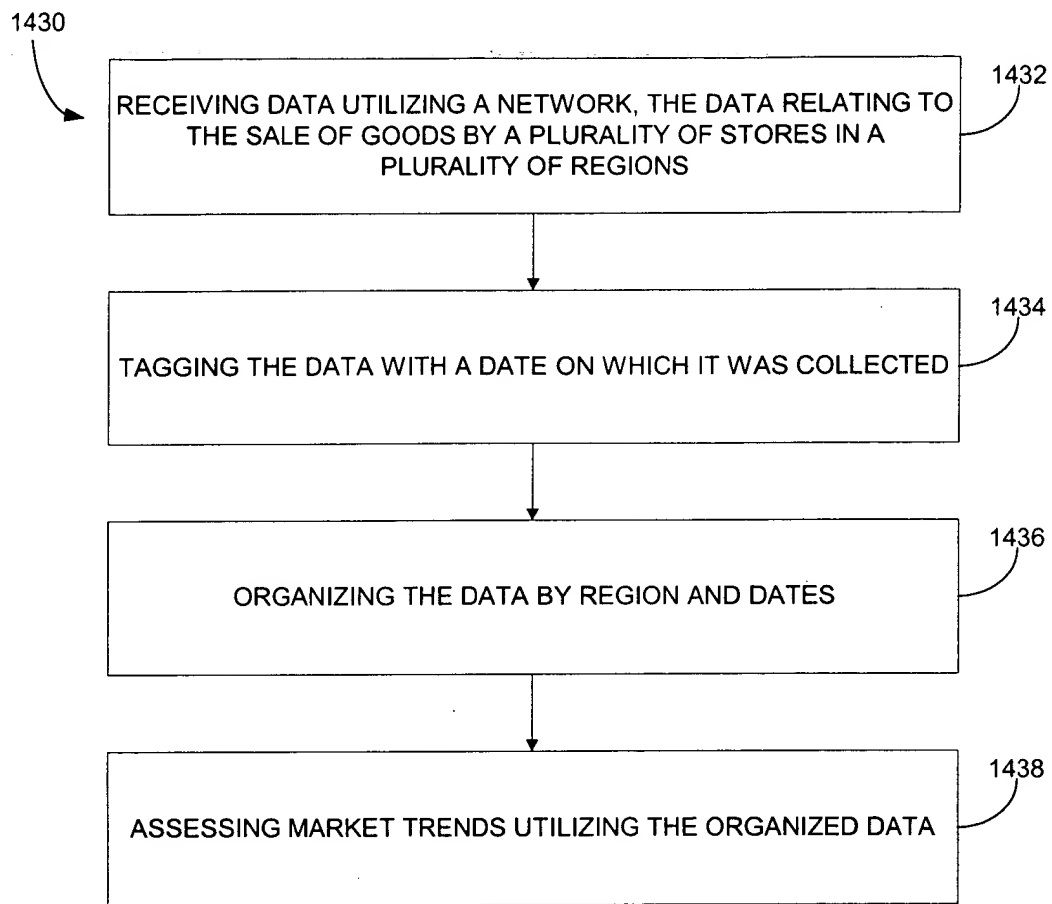


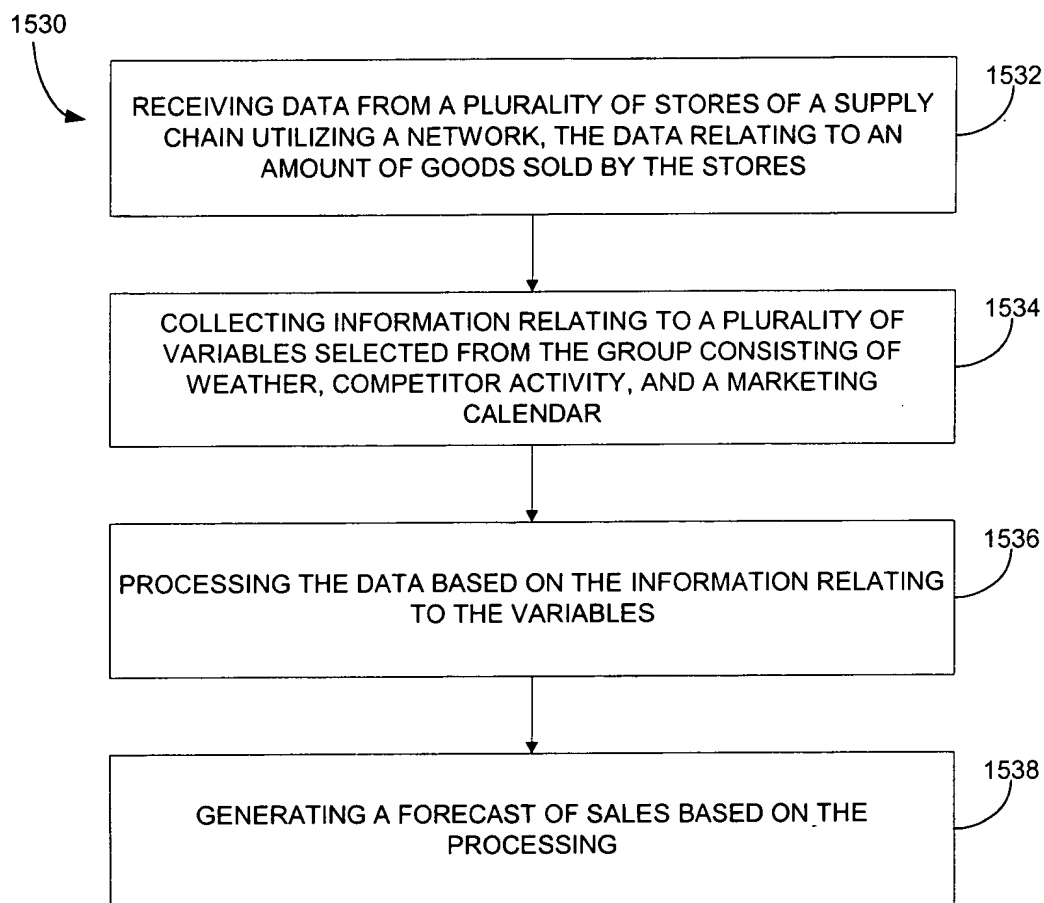
Fig. 12



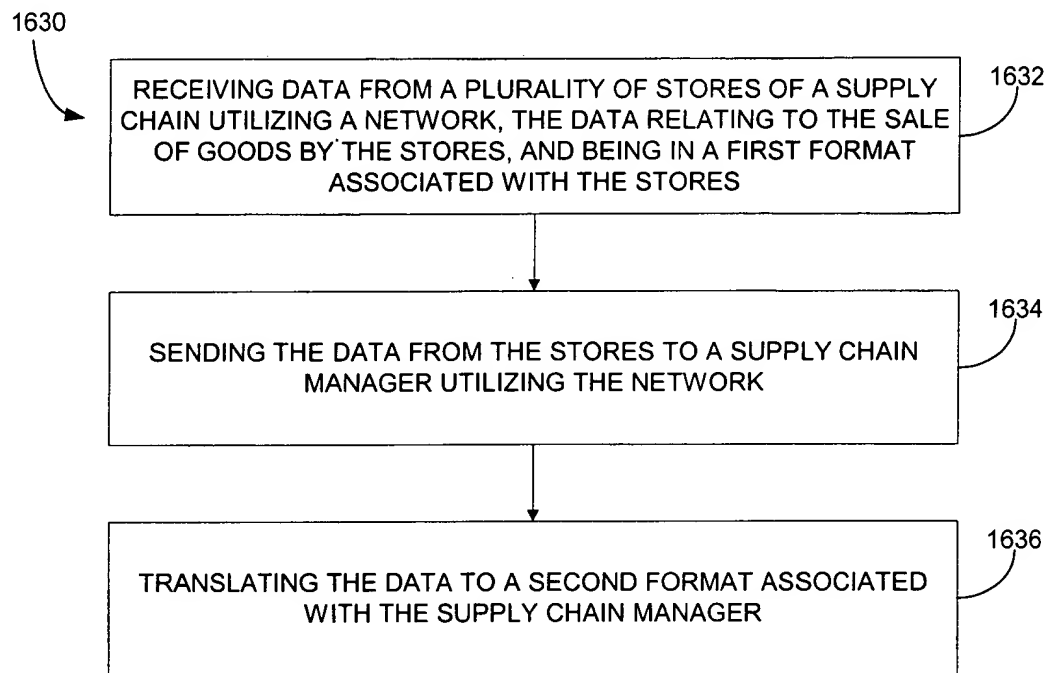
**FIG. 13**



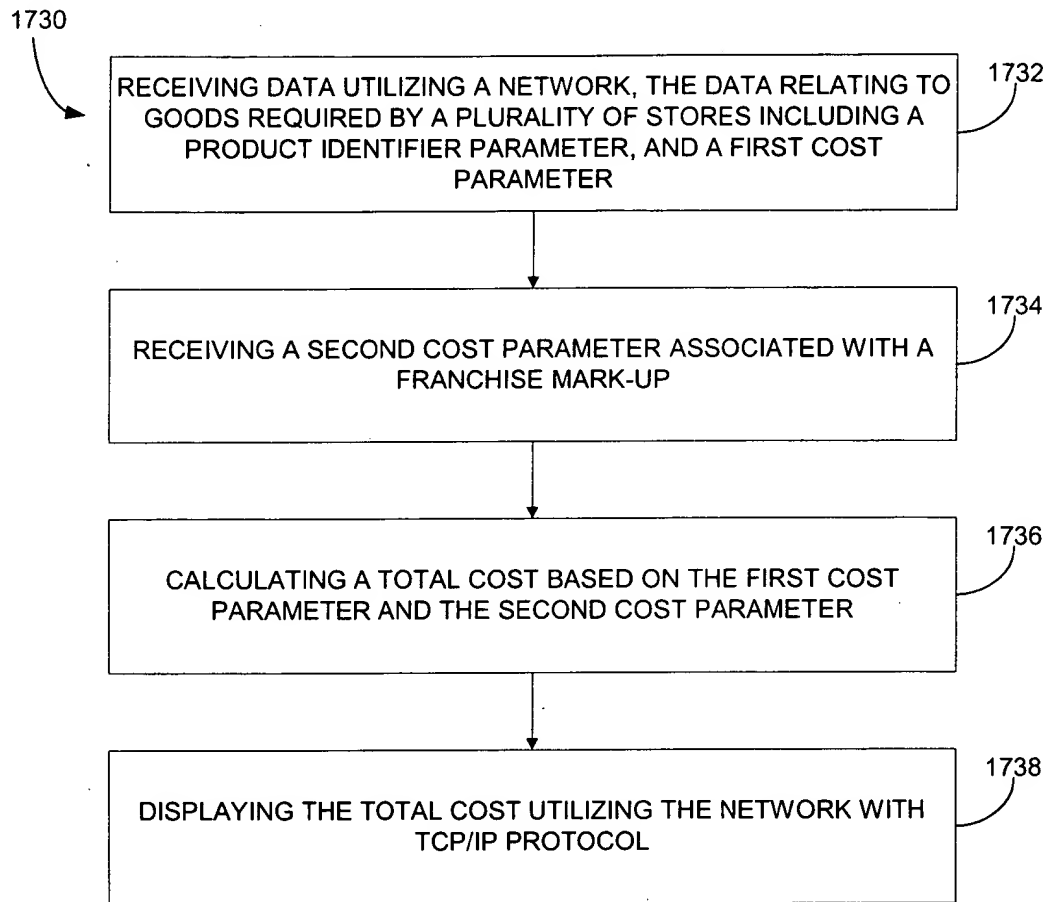
**FIG. 14**



**FIG. 15**



**FIG. 16**



**FIG. 17**

```

graph TD
    1830 --> 1832
    1832 --> 1834
    1834 --> 1836
    1836 --> 1838

```

1830

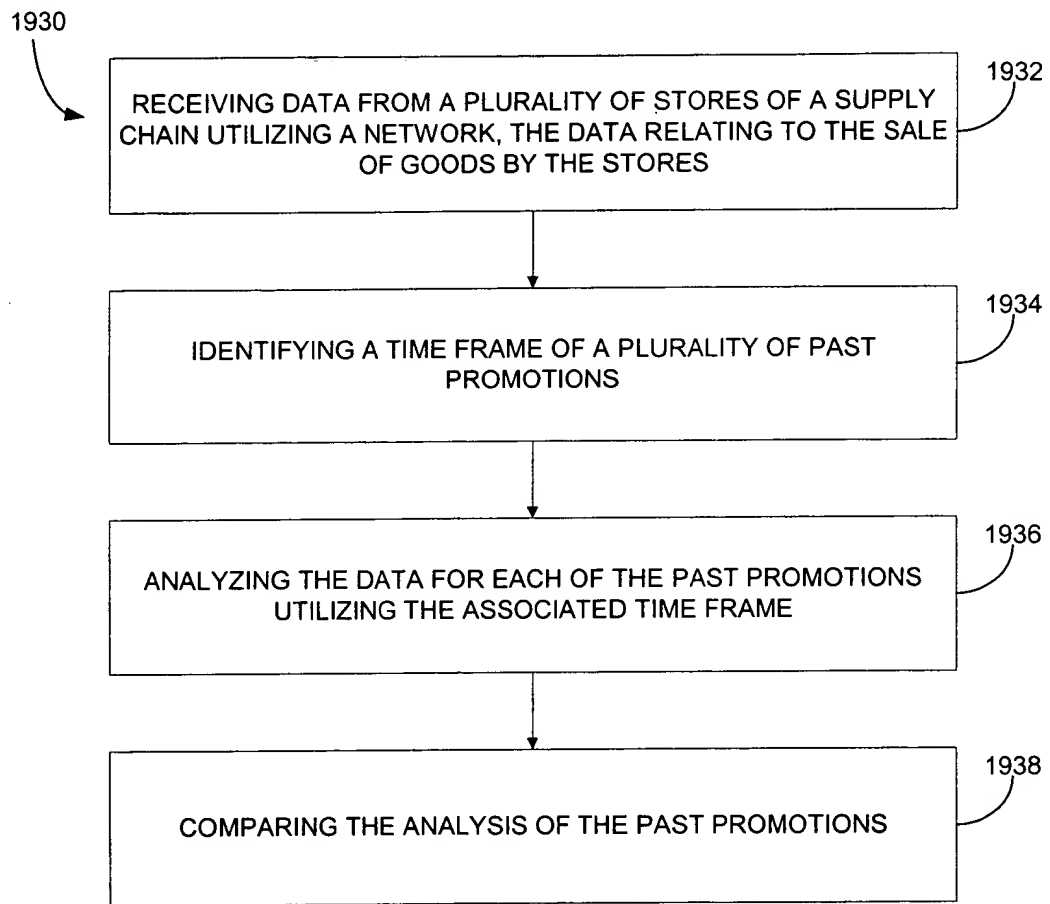
1832 RECEIVING DATA FROM A PLURALITY OF POINT OF SALE OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF GOODS SOLD BY THE POINT OF SALE OUTLETS

1834 CHECKING THE DATA FOR ERRORS

1836 IDENTIFYING THE ERRORS AS AT LEAST ONE SELECTED FROM THE GROUP CONSISTING OF POINT OF SALE SET-UP ERROR, POINT OF SALE ENTRY ERROR, BACK OFFICE ERROR, POLLING ERROR, AND MENU ITEM MAPPING ERROR

1838 CORRECTING THE DATA USING THE IDENTIFICATION

FIG. 18



**FIG. 19**



FIG. 20

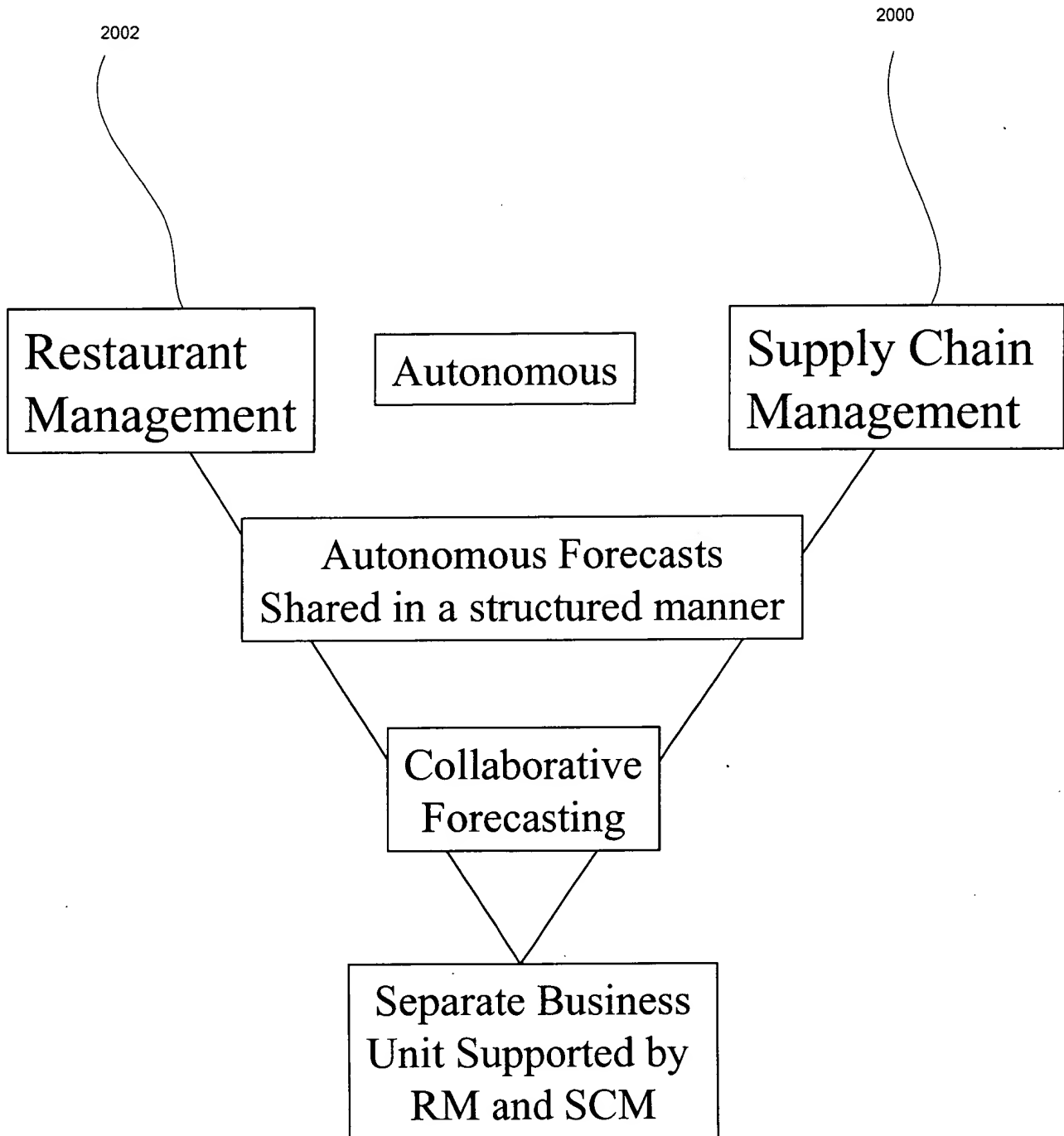
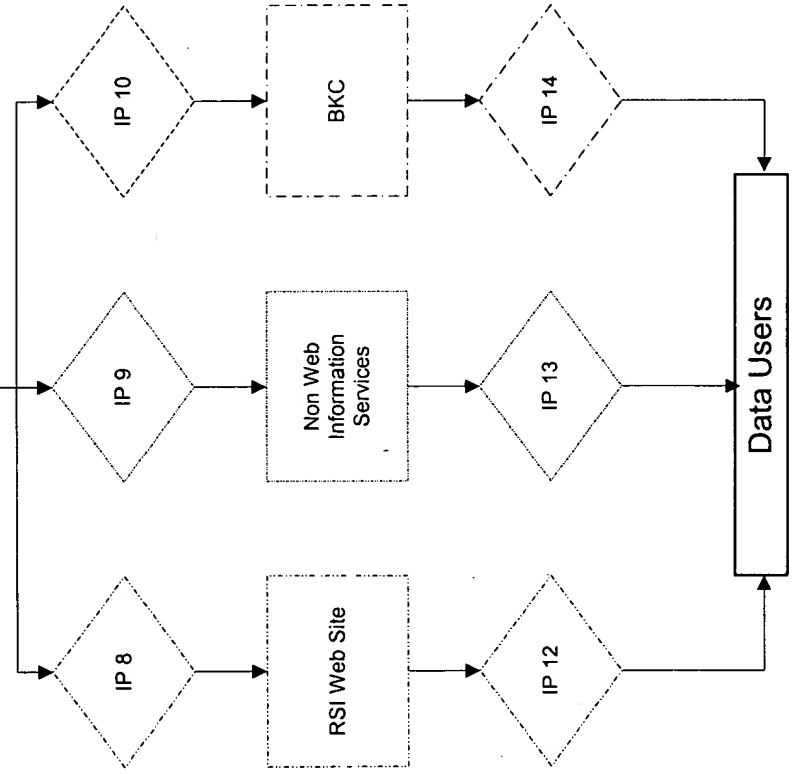
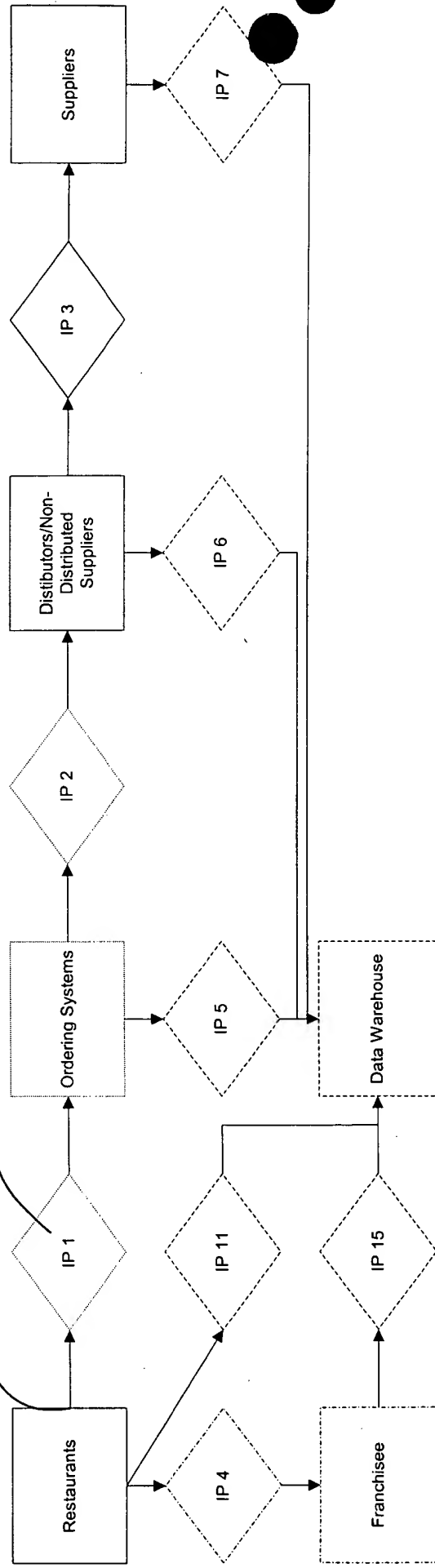
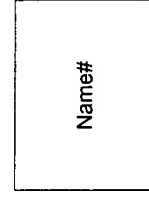
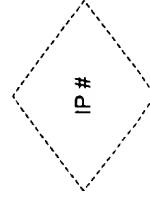


Fig. 20

2102 2104



Legend:



Direction21 Data Flow

Fig. 21

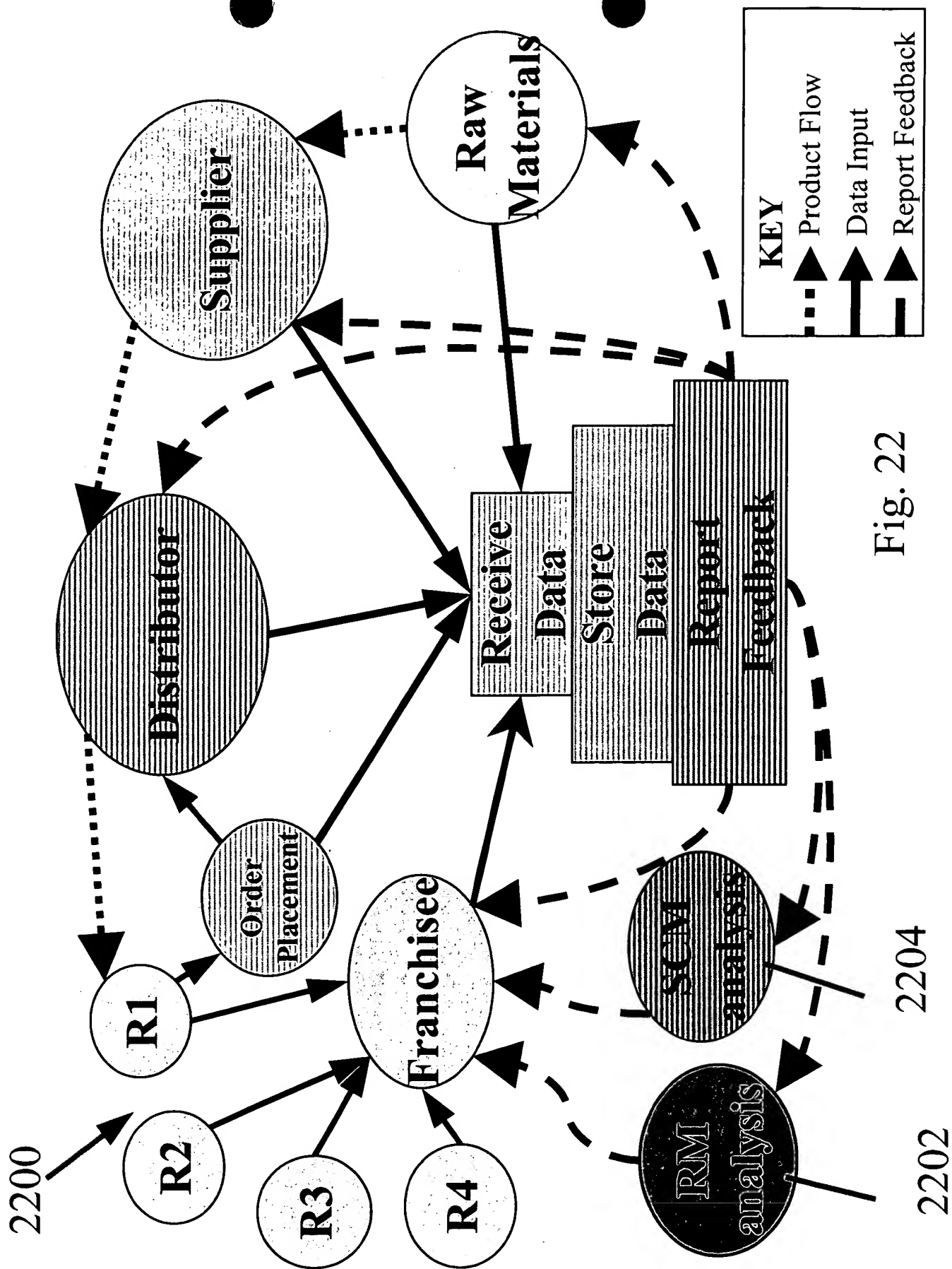
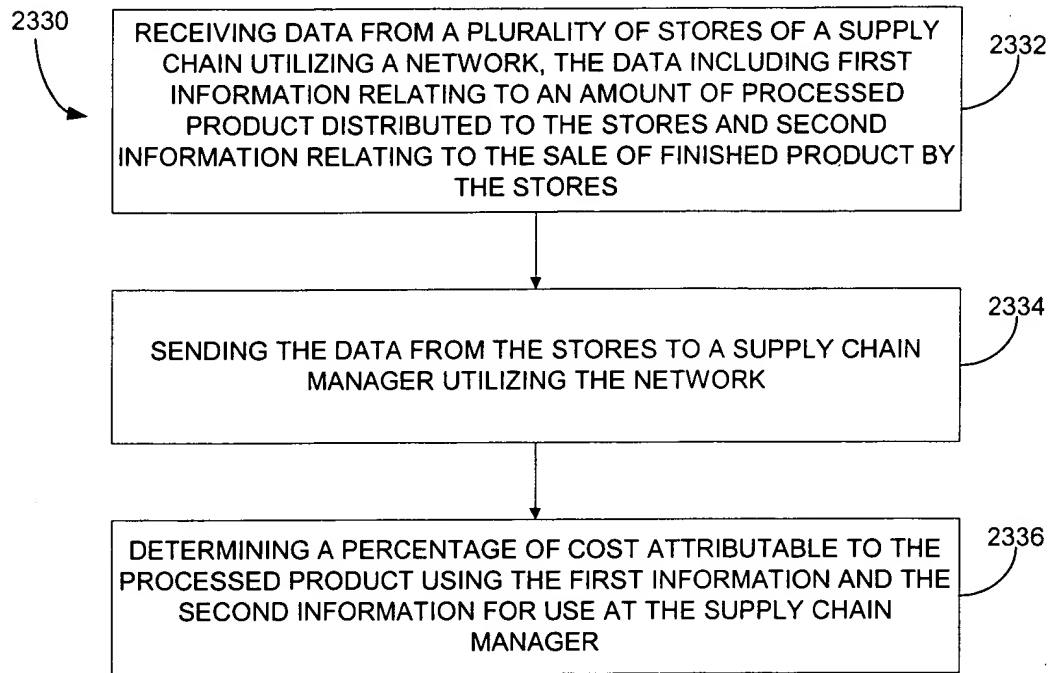


Fig. 22



**FIG. 23**

FIG. 24

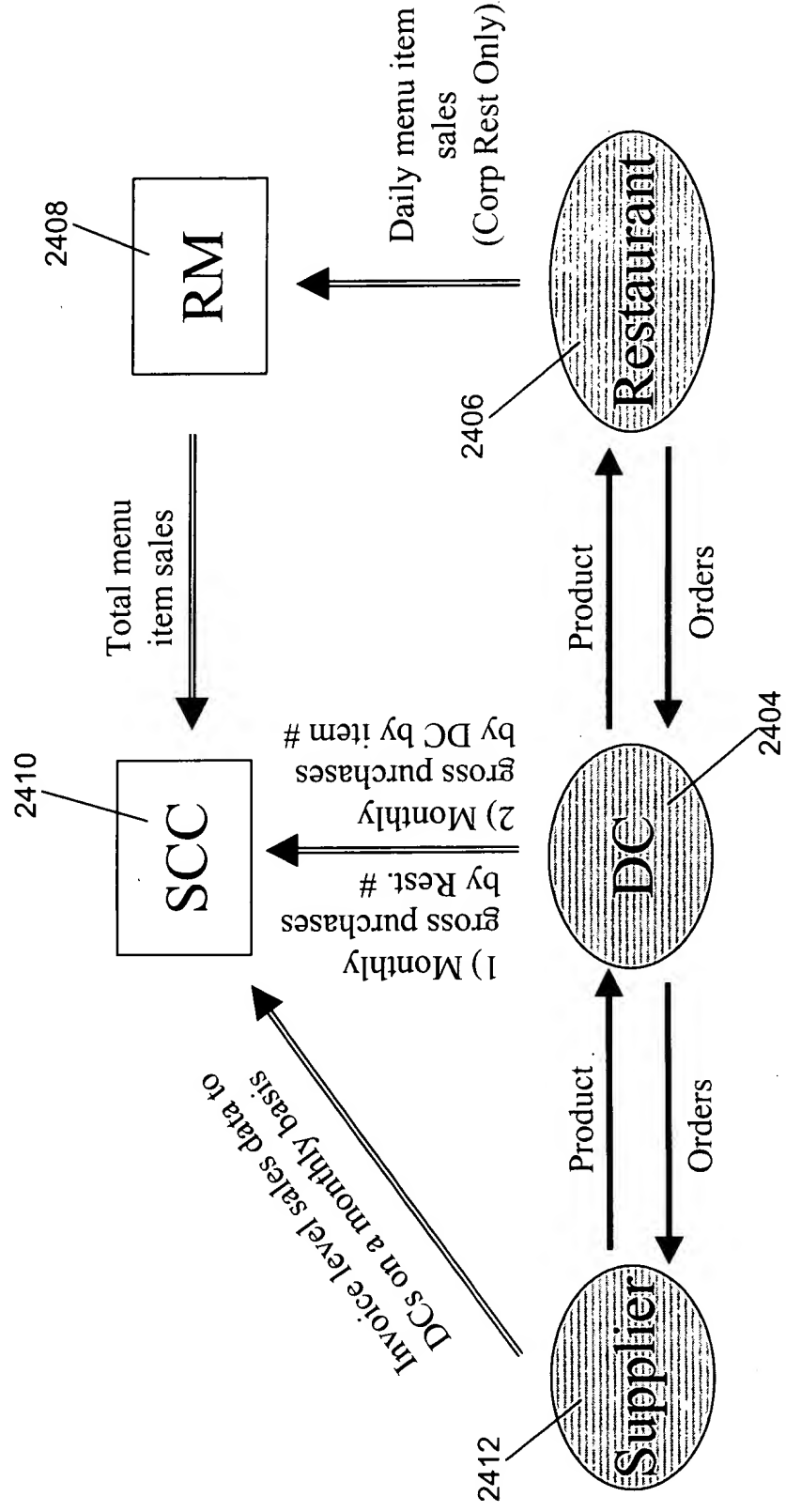
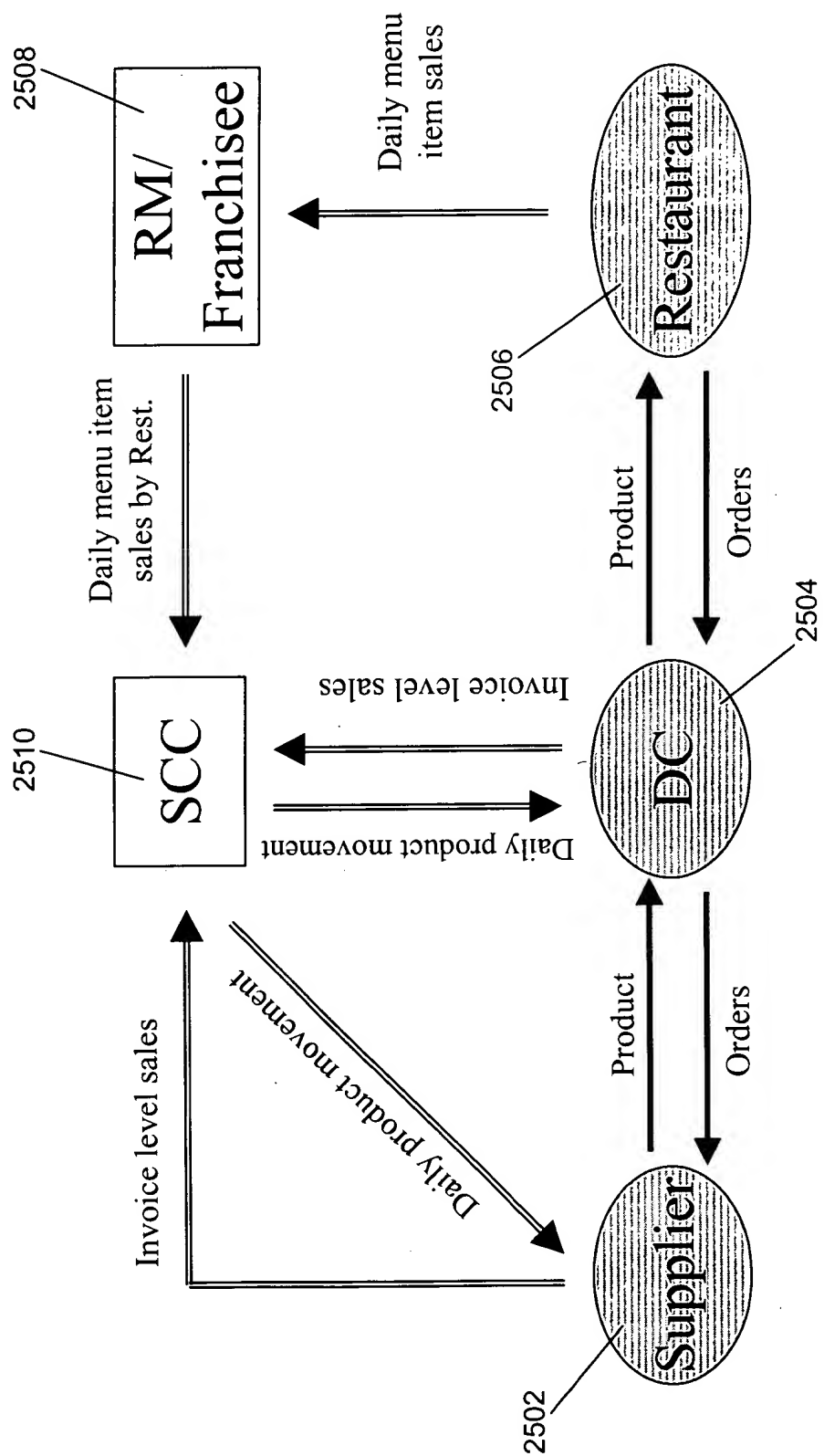


FIG. 25



**FIG. 26**

[illegible]

FIG. 27

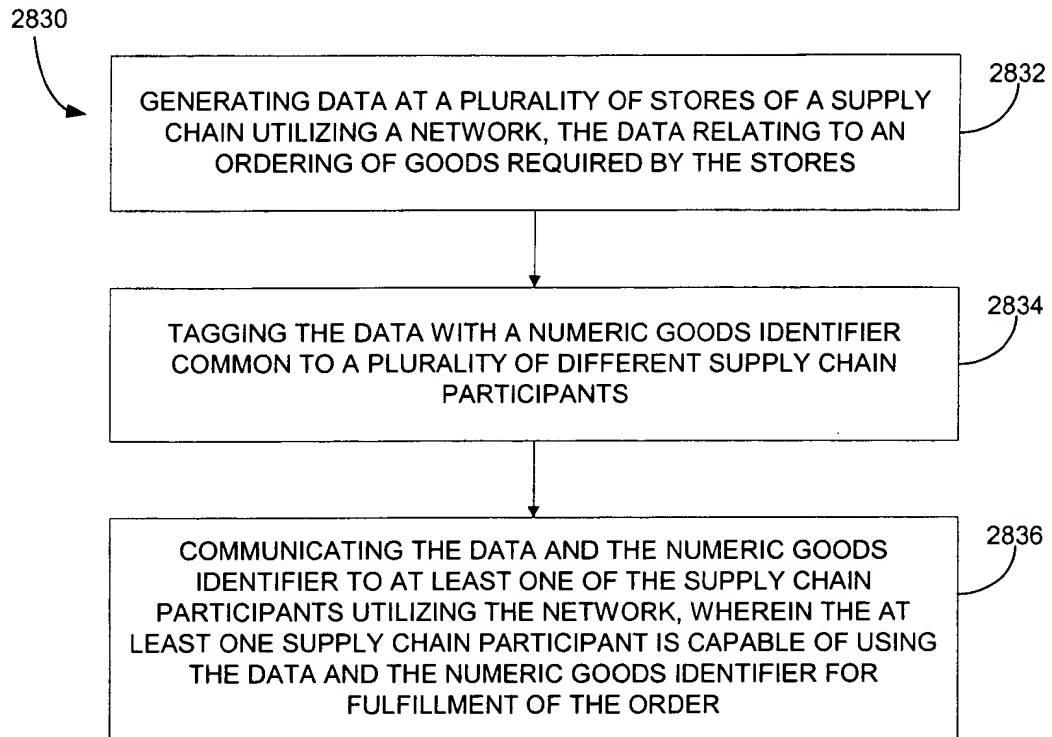
2700

Promotional Monitor - System & Regional

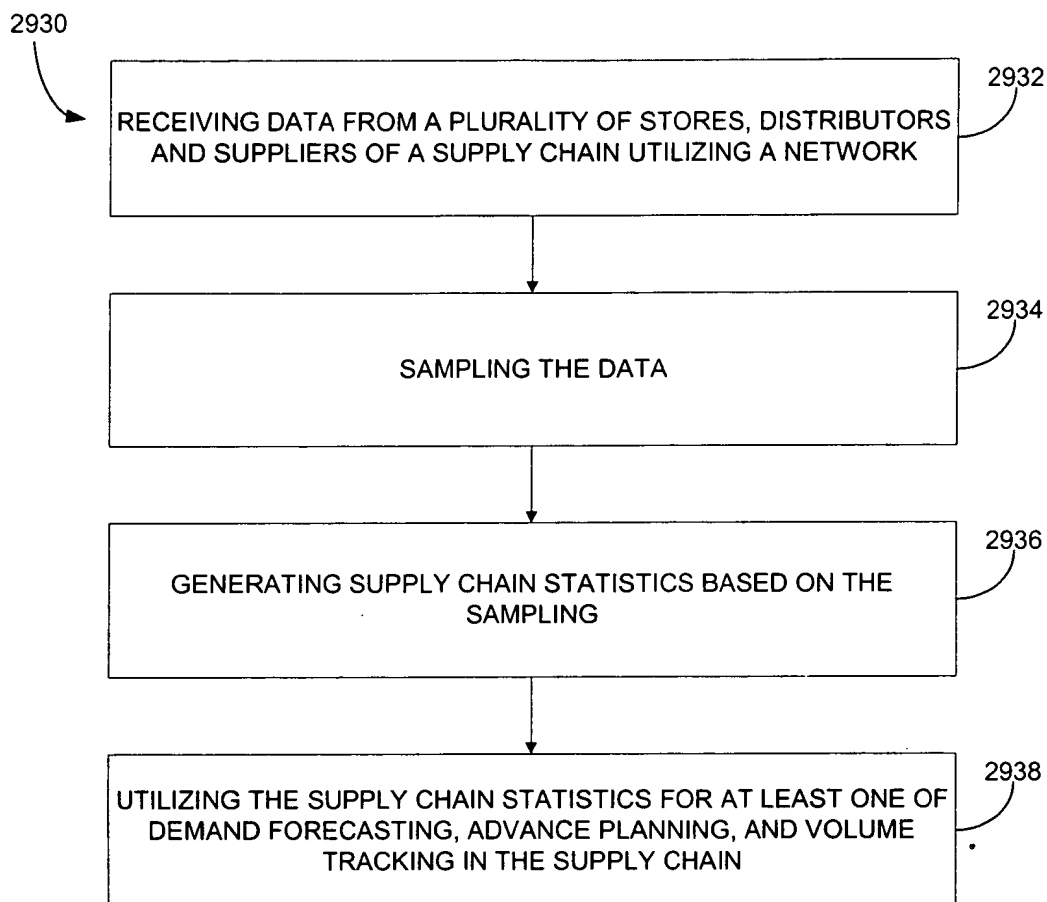
|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS W/CHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YWVM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS W/CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YWVM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |

2702





**FIG. 28**



**FIG. 29**

FIG. 30: 3269T360

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

### Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases:      | 154            | 68      | 62       | 284            |                             | 568              |
| Percent     | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       | 0.86%            |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases:      | 990           | 70            |             | 1060             |
| Percent:    | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

Delivery Order Fill Rate: 97.52%

### On-Time Delivery Rate

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

### Perfect Order Rate

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

FIG. 30

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

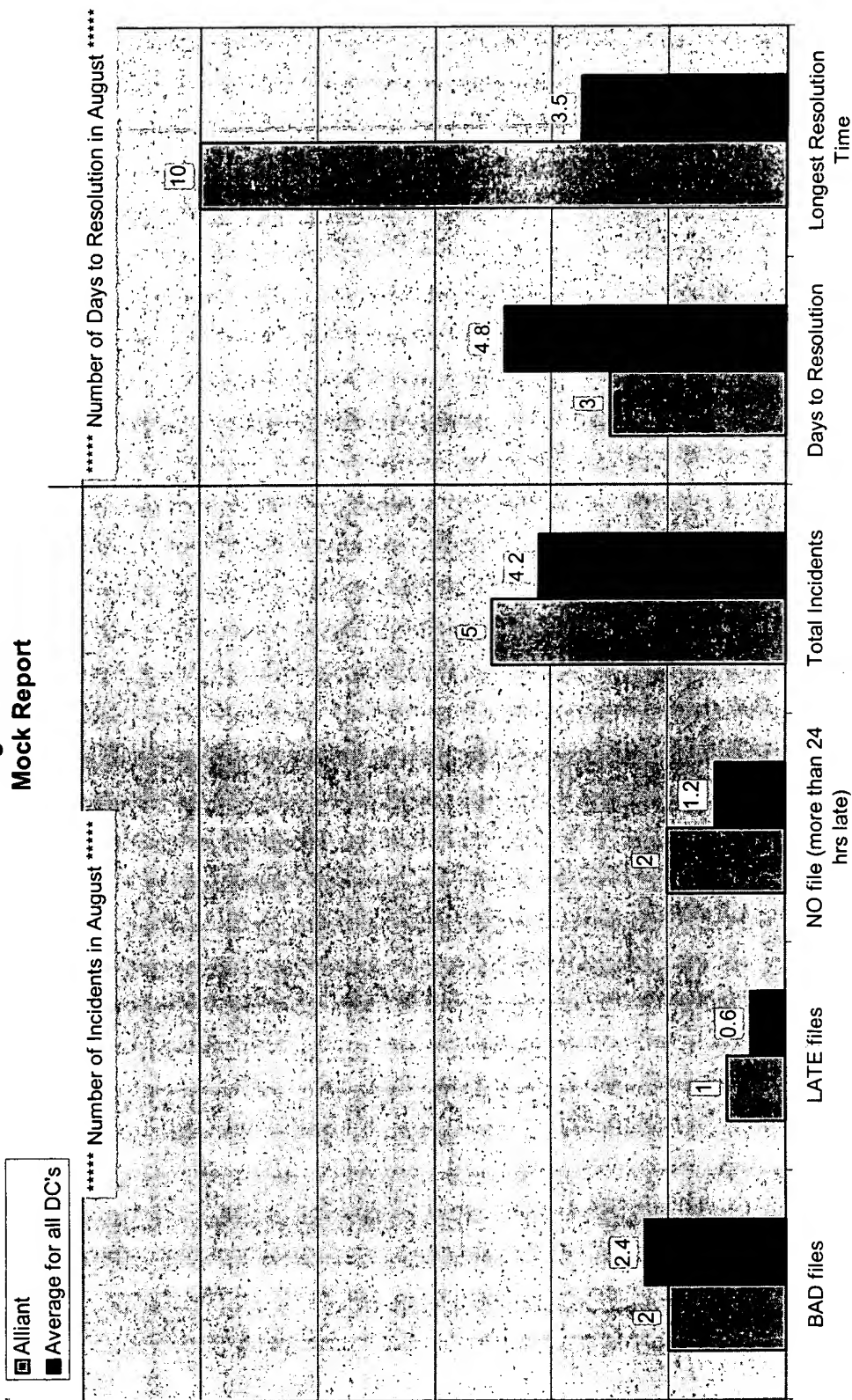


FIG. 31

FIG. 32 - 945T360



# Service Level Reporting August

3200

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant Paducah        | 99.14%    | 90.06%    |               |
| Alliant Topeka         |           |           |               |
| Alliant Wixom          | 99.05%    | 88.74%    |               |
| King Atlanta           | 99.34%    | 92.61%    | 78.70%        |
| King Jacksonville      | 99.45%    | 94.50%    | 80.90%        |
| King Louisville        | 99.46%    | 94.53%    | 88.98%        |
| Maines 29 Conklin      | 99.41%    |           | 79.25%        |
| Maines 30 Cleveland    |           |           |               |
| Maines Long Island     | 99.41%    |           |               |
| Maines New England     | 99.38%    |           | 79.83%        |
| MBM Fullerton          | 99.13%    | 84.15%    | #DIV/0!       |
| MBM Louisville         | 99.50%    | 92.66%    | #DIV/0!       |
| MBM Orlando            | 99.73%    | 93.60%    | #DIV/0!       |
| MBM Rocky Mount        | 99.13%    | 82.48%    | #DIV/0!       |
| McCabe's               | 99.80%    | 99.72%    | 86.84%        |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         | 99.30%    | 86.04%    | 85.37%        |
| PFD Supply             | 99.16%    | 90.79%    | 80.12%        |
| PFG Victoria           | 99.42%    | #DIV/0!   |               |
| PYA Monarch            | 99.20%    | 97.78%    |               |
| Reinhart Cedar Rapids  | 99.05%    | 98.65%    |               |
| Reinhart Oak Creek     | 99.31%    | 93.69%    |               |
| Reinhart Rogers        | 99.50%    | 85.49%    |               |
| Restaurants NW         | 99.03%    | 99.07%    | 80.47%        |
| Shamrock Commerce City | 99.59%    | 84.68%    | 85.18%        |
| Shamrock Phoenix       | 98.81%    | 88.88%    |               |
| Sigma Harrisburg       | 99.19%    |           | 82.88%        |
| Sigma Stockton         | 99.88%    |           |               |
| Sysco                  | 99.68%    | 100.00%   | 82.47%        |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |
| Didn't meet BK Min.  |

FIG. 32

**FIG. 33**

3300



XYZ Company

Aug-00

3300

**Inventory Management:**

**Delivery Statistics:**

|      |
|------|
| 4    |
| 95%  |
| 1.7  |
| 95%  |
| 0.93 |

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

|    |
|----|
| 19 |
| 22 |

Average Days On Hand  
SKU #1  
SKU #2

|    |
|----|
| 40 |
| 32 |

Max Days On Hand  
SKU #1  
SKU #2

**Invoice, Payment and Pricing:**

|           |
|-----------|
| 12        |
| \$ 30,152 |
| \$ 3,594  |
| \$ 33,746 |

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

|           |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25%     |

Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

**Invoice Accuracy:**

|        |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 ↗

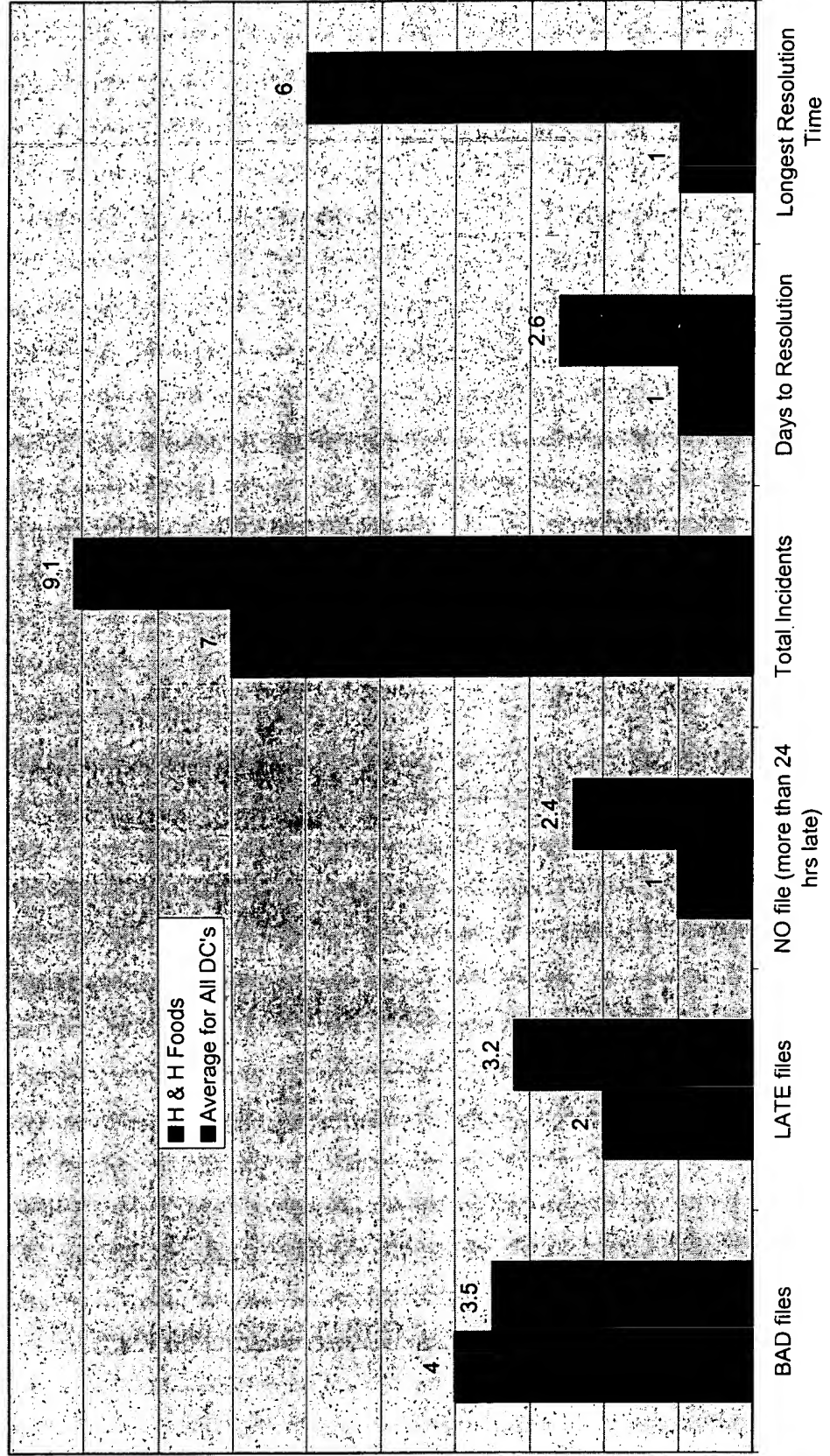


FIG. 35



3500

# Service Level Reporting November - Mock Report

|                                 | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                         | \$31904                     |                             | 2333%                             |
| COMARK INSTRUMENTS, INC.        | \$41861                     |                             |                                   |
| WHITEFORD FOODS, INC.           | \$0                         | 97.8%                       | 2441%                             |
| LEPAGE BAKERY / COUNTRY KITCHEN | \$3700                      |                             |                                   |
| NCR-SYSTEMEDIA                  | \$0                         | 92.1%                       | 2.16%                             |
| SIGNATURE MEATS GROUP           | \$0                         |                             | 1.94%                             |
| SCHWEBEL'S BAKING CO.           | \$0                         | 95.1%                       | 1.50%                             |
| MAUI CUP                        | \$0                         |                             |                                   |
| MIRA PLASTICS                   | \$0                         |                             | 1.25%                             |
| DIXIE PRODUCE & PACKAGING       |                             |                             |                                   |
| NOR-LAKE, INC.                  | \$0                         |                             | 1.48%                             |
| FORT JAMES OPERATING COMPANY    | \$0                         | 93.6%                       | 1.90%                             |
| FRESH ADVANTAGE, INC.           |                             |                             |                                   |
| SILVER KING - MN - CORP.        | \$0                         |                             |                                   |
| TYSON FOODS                     |                             |                             |                                   |
| READY ACCESS                    |                             |                             | 2.44%                             |
| GEORGIA PACIFIC TISSUE          |                             | 93.6%                       | 2.51%                             |
| CLOUGHERTY PACKING              | \$0                         | 93.4%                       |                                   |
| BEVERAGE - AIR                  |                             |                             |                                   |
| COMPONENT HARDWARE GROUP, INC.  |                             |                             | 2.06%                             |
| COCA - COLA USA                 | \$0                         |                             |                                   |
| TOASTMASTER                     | \$11909                     | 93.5%                       | 1.55%                             |
| GRANT COUNTY FOODS              |                             | 93.3%                       | 2.20%                             |
| FRESH EXPRESS                   | \$0                         |                             |                                   |
| TAYLOR FARMS                    |                             |                             | 1.04%                             |
| MODULAR DISPENSING SYSTEM       | \$0                         |                             |                                   |
| CENTURY PRODUCTS, LLC           | \$3428                      |                             |                                   |
| ROSE PACKING COMPANY            |                             | 93.3%                       | 2.93%                             |

|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |



3600



# Mock Report/1

|  | FY01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|------|--------|--------|--------|--------|--------|--------|--------|--------|
|--|------|--------|--------|--------|--------|--------|--------|--------|--------|

## Food Cost Index

|        |       |       |       |       |        |        |        |        |       |
|--------|-------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan   | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual |       | 99.10 | 98.90 |       |        |        |        |        |       |

Variance  
Good/(Bad)

0.59  
0.30

## Total Dollar Purchases (in Millions) /2

|        |            |          |          |          |          |          |          |          |          |
|--------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual |            | \$182.84 | \$182.08 |          |          |          |          |          |          |

Variance  
Good/(Bad)

\$1.14  
0.6%

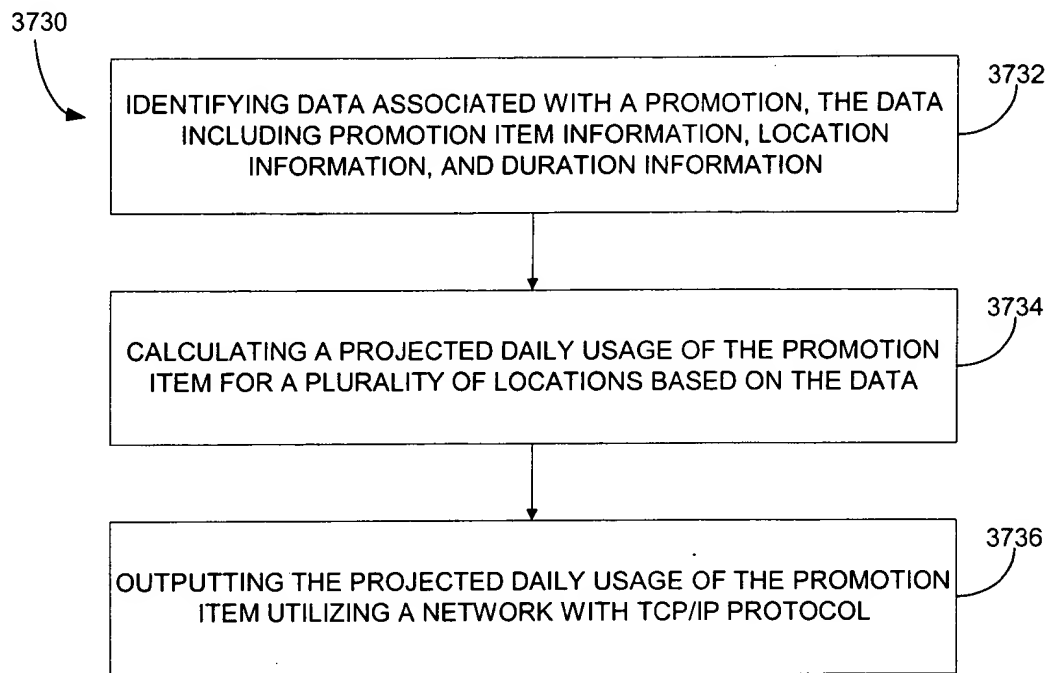
\$0.65  
0.4%

/1 Includes on food cost index items.

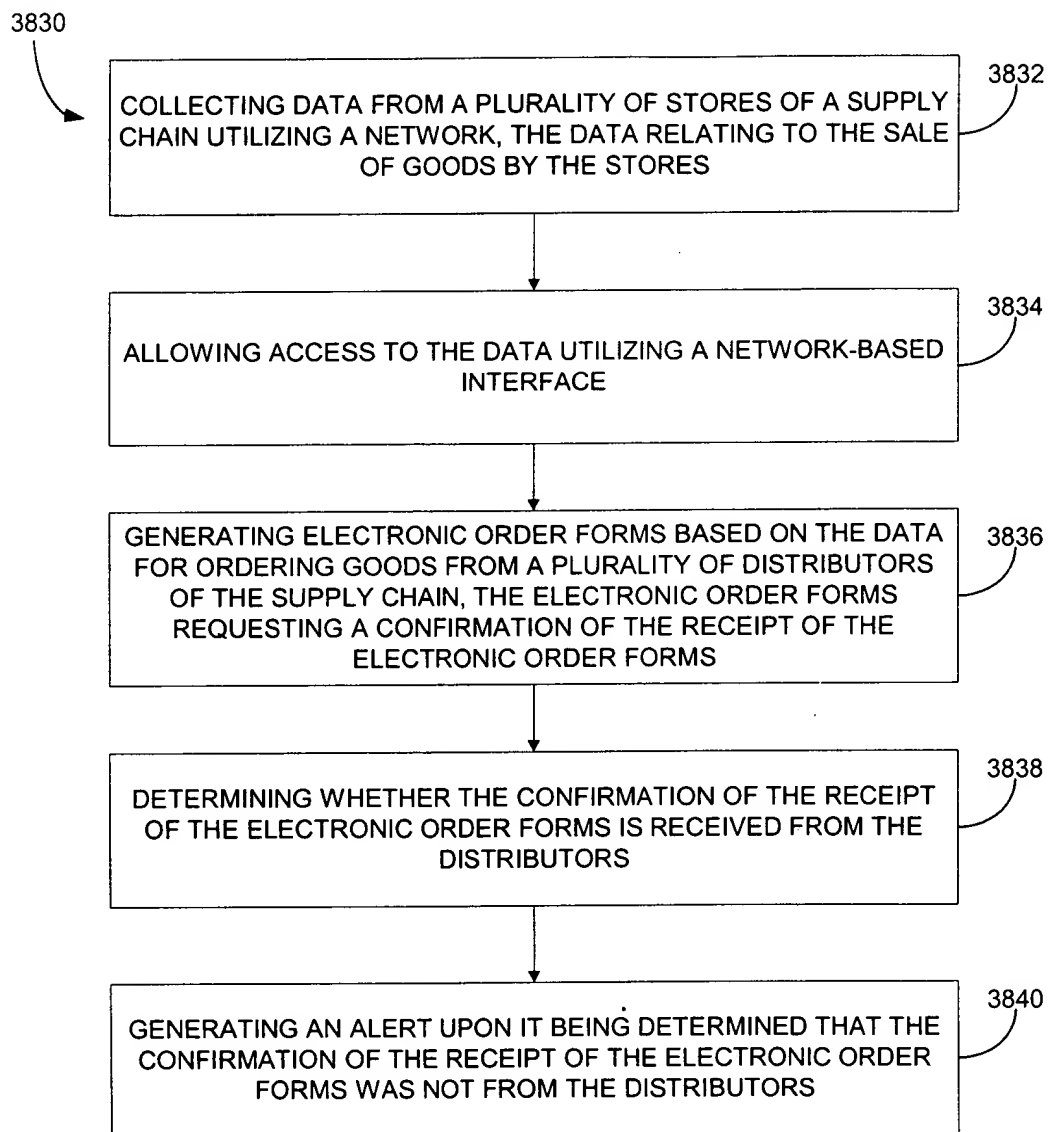
/2 Based on FY 99 Sales Volumes

FIG. 36

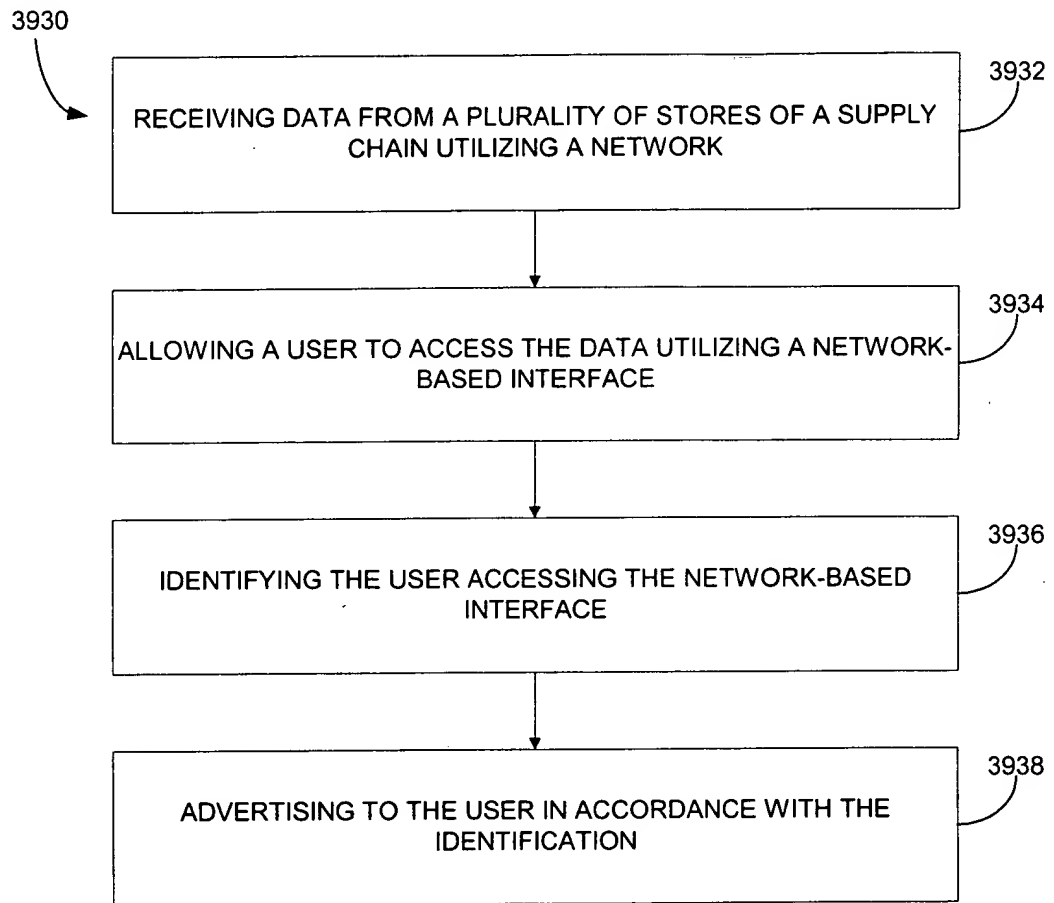
FIG. 37



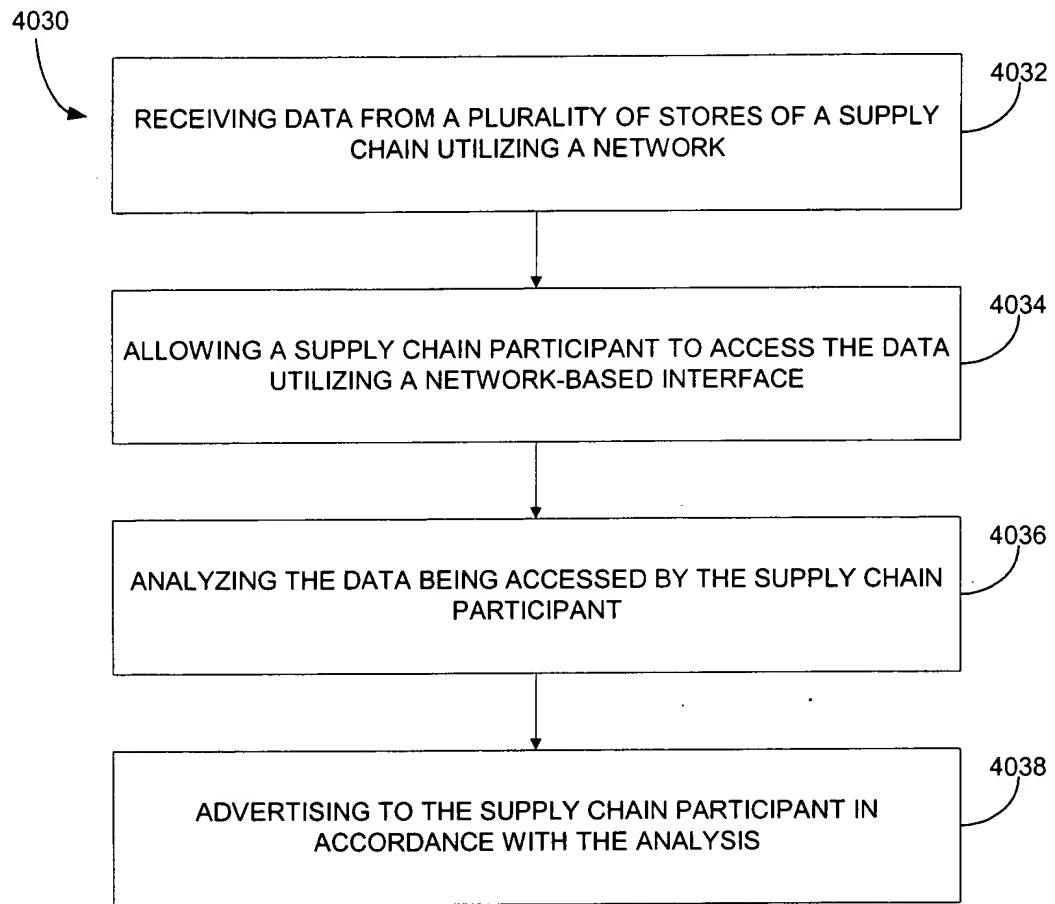
**FIG. 37**



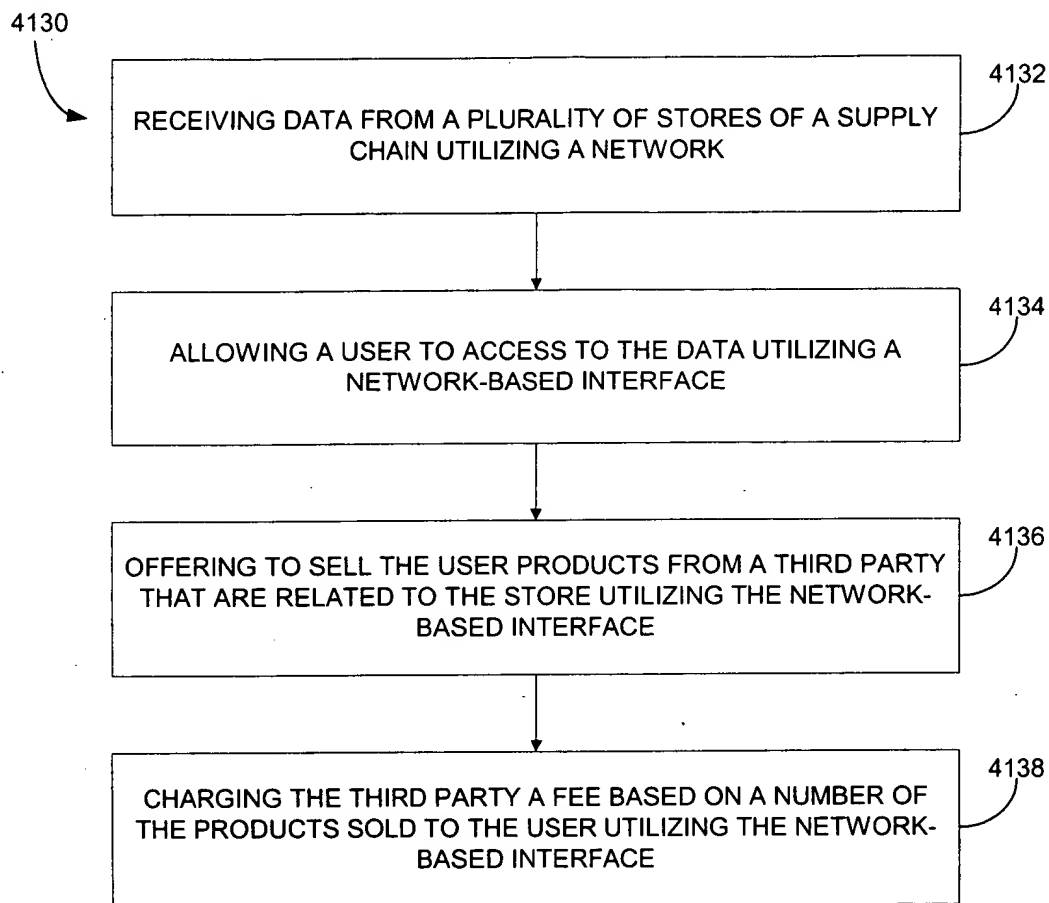
**FIG. 38**



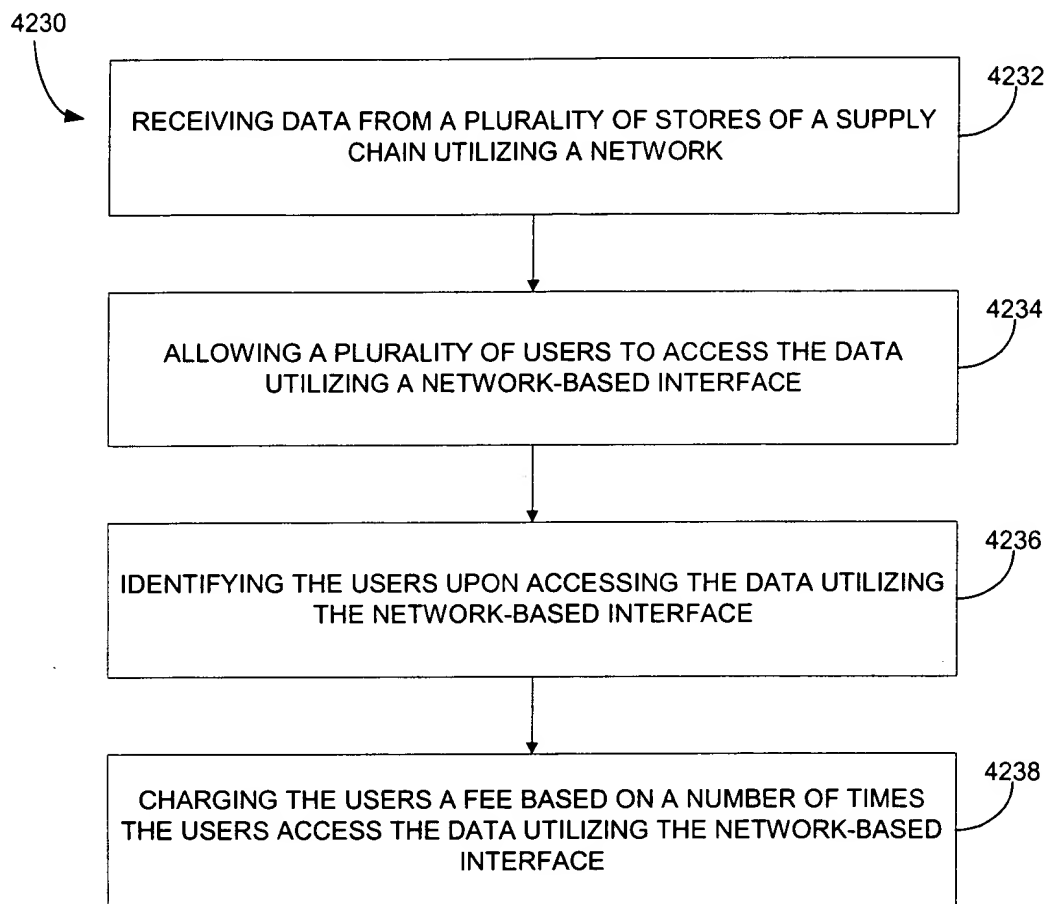
**FIG. 39**



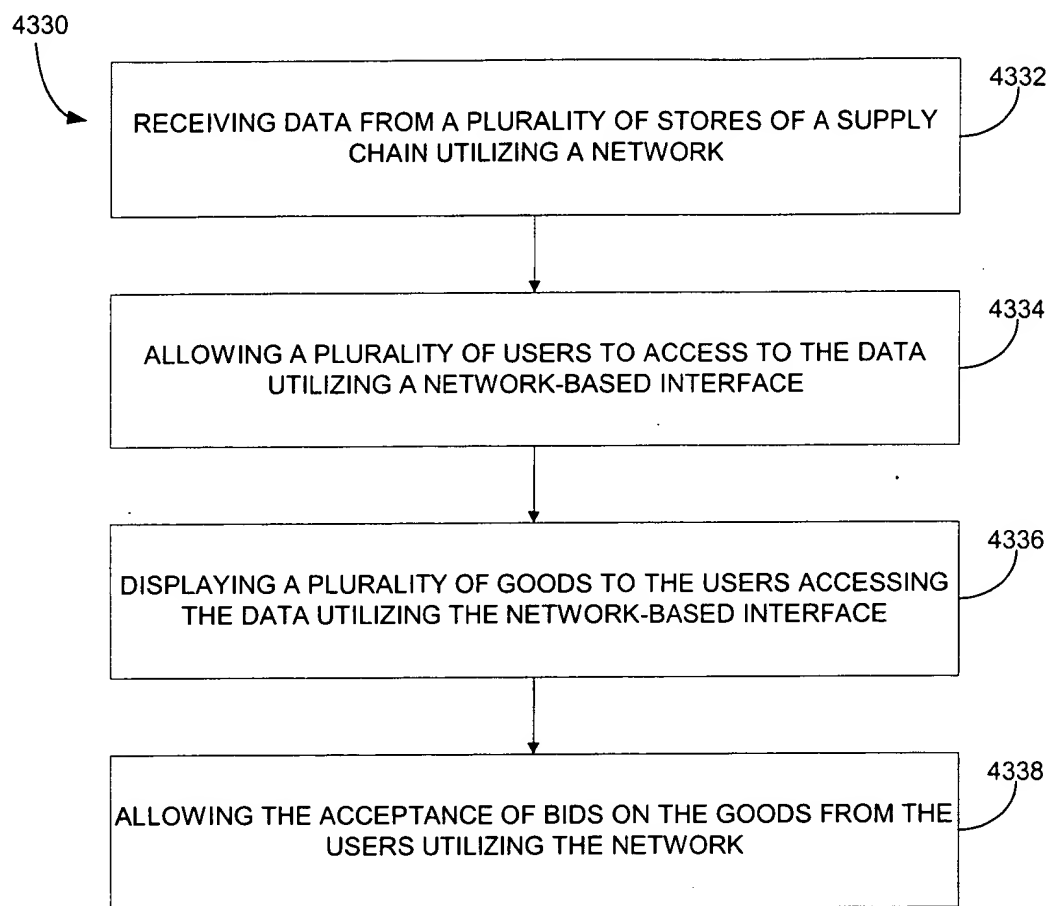
**FIG. 40**



**FIG. 41**

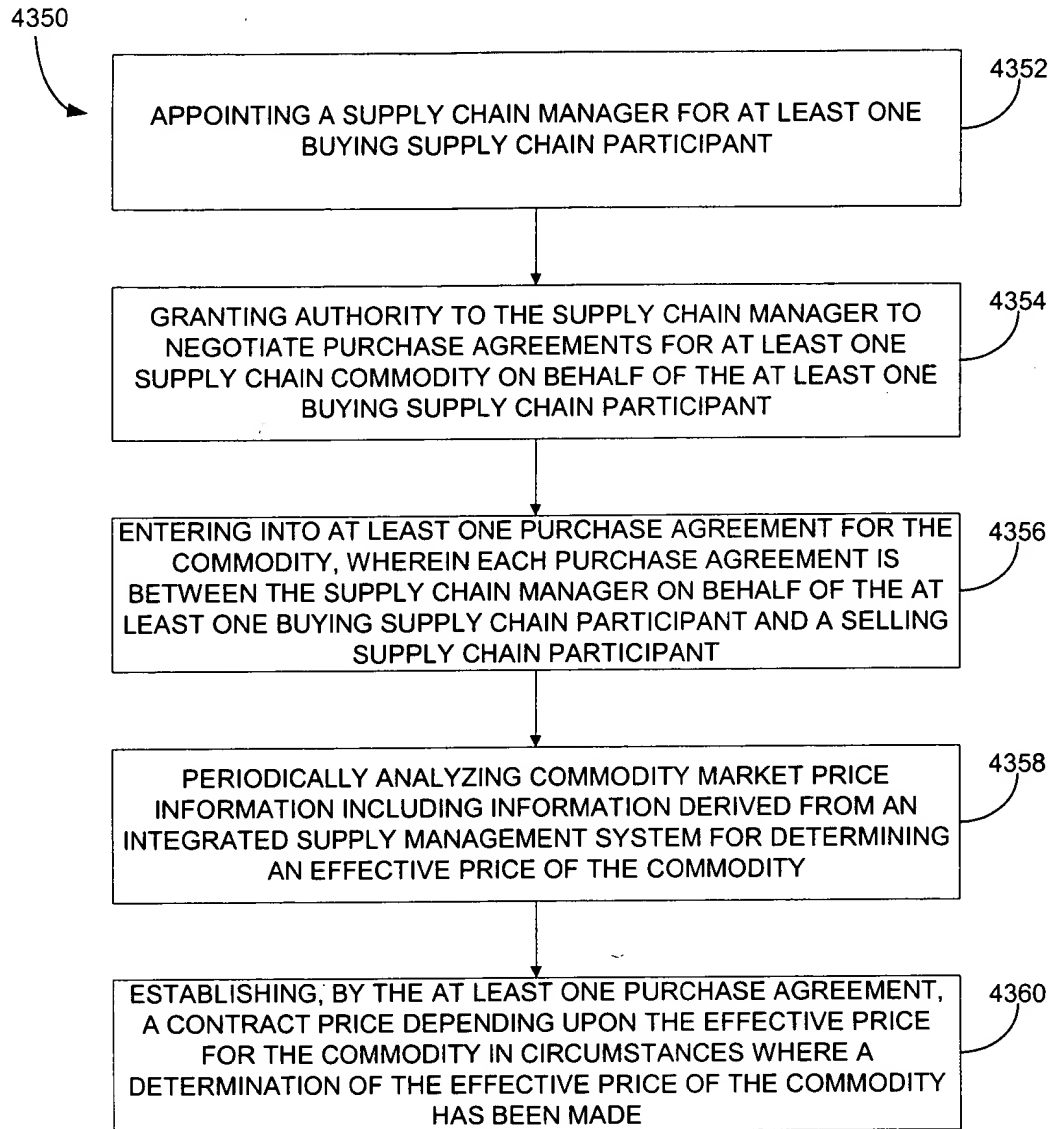


**FIG. 42**

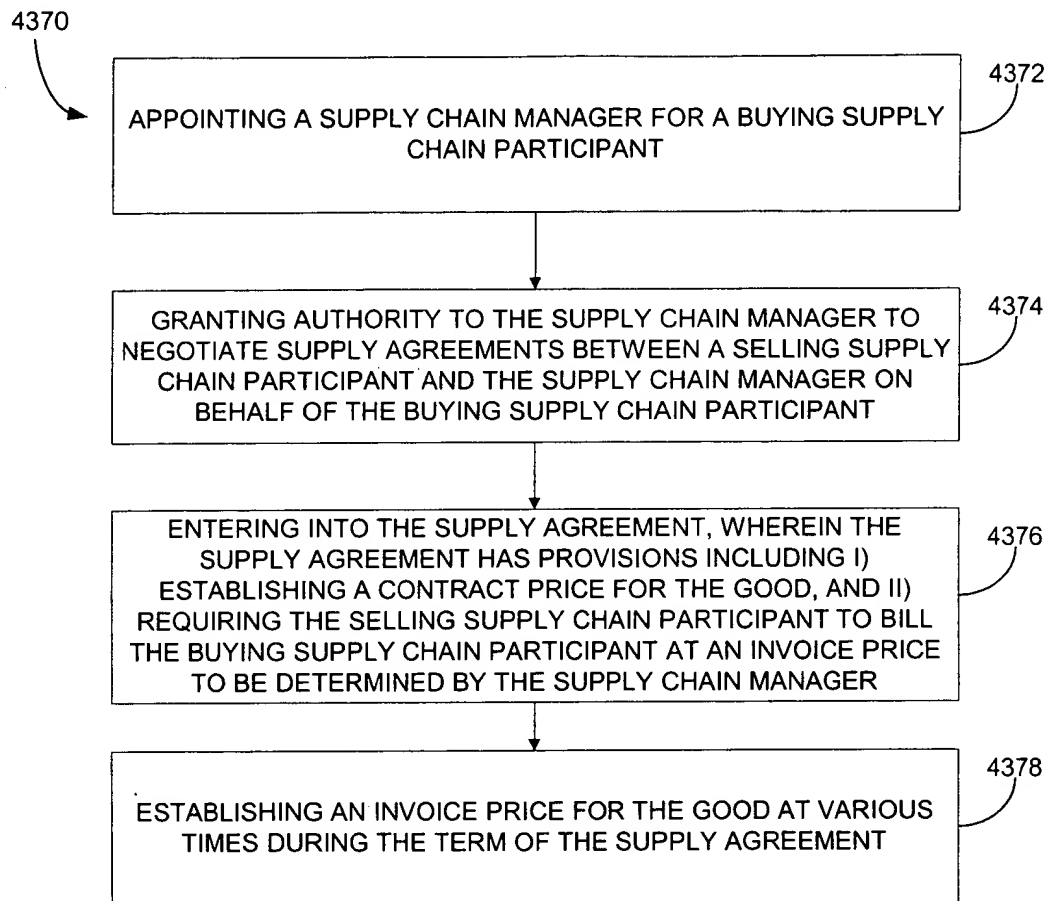


**FIG. 43A**

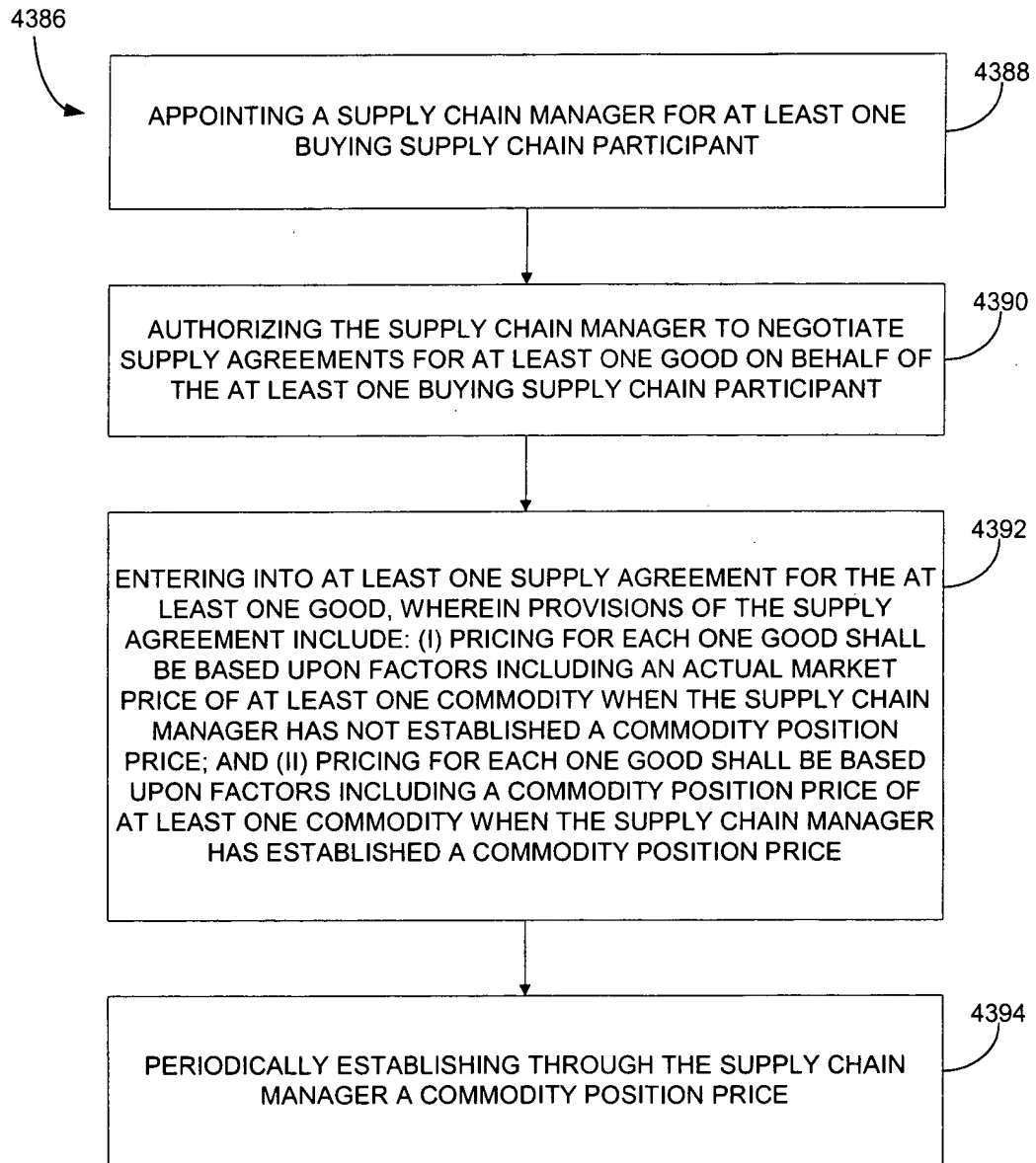




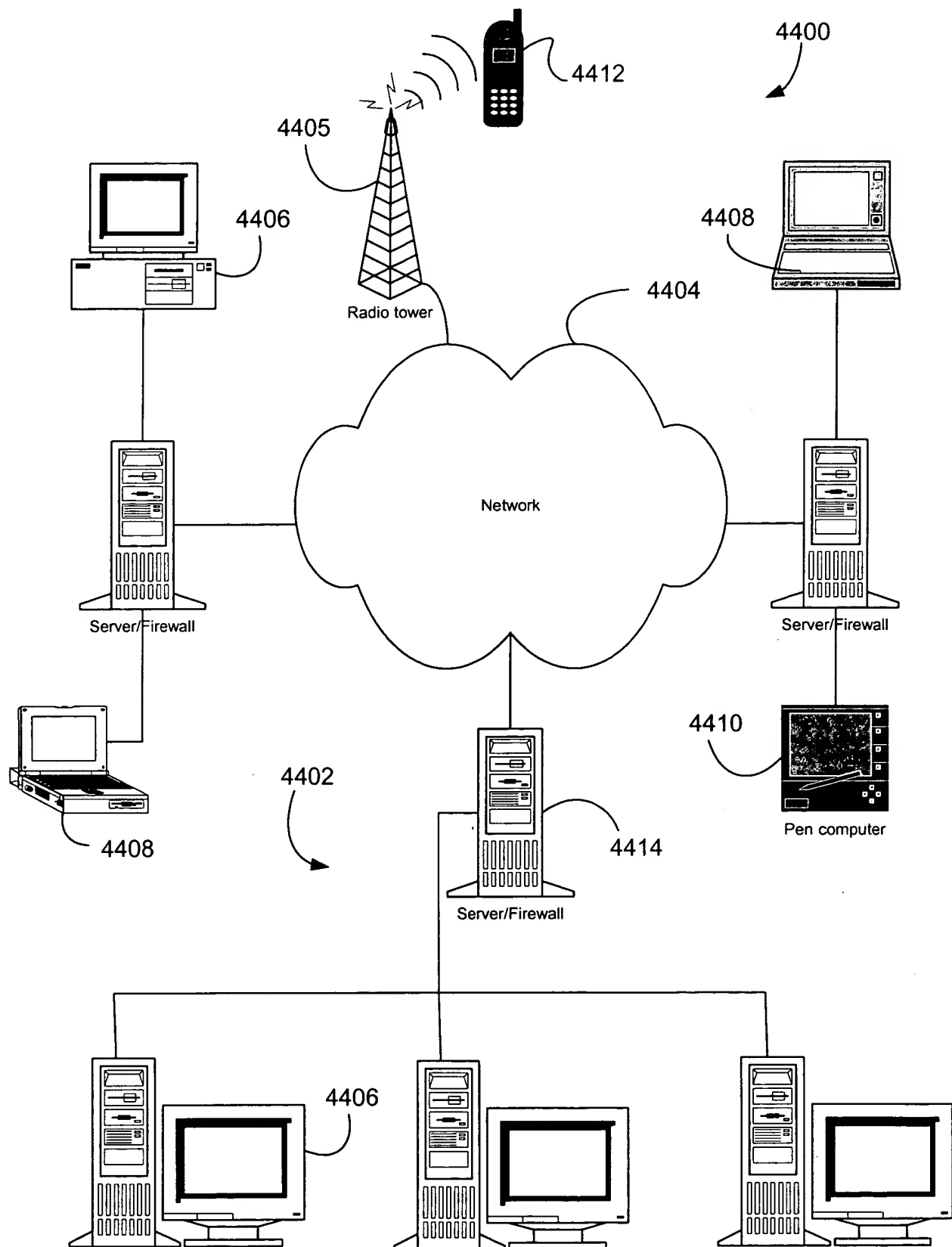
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**

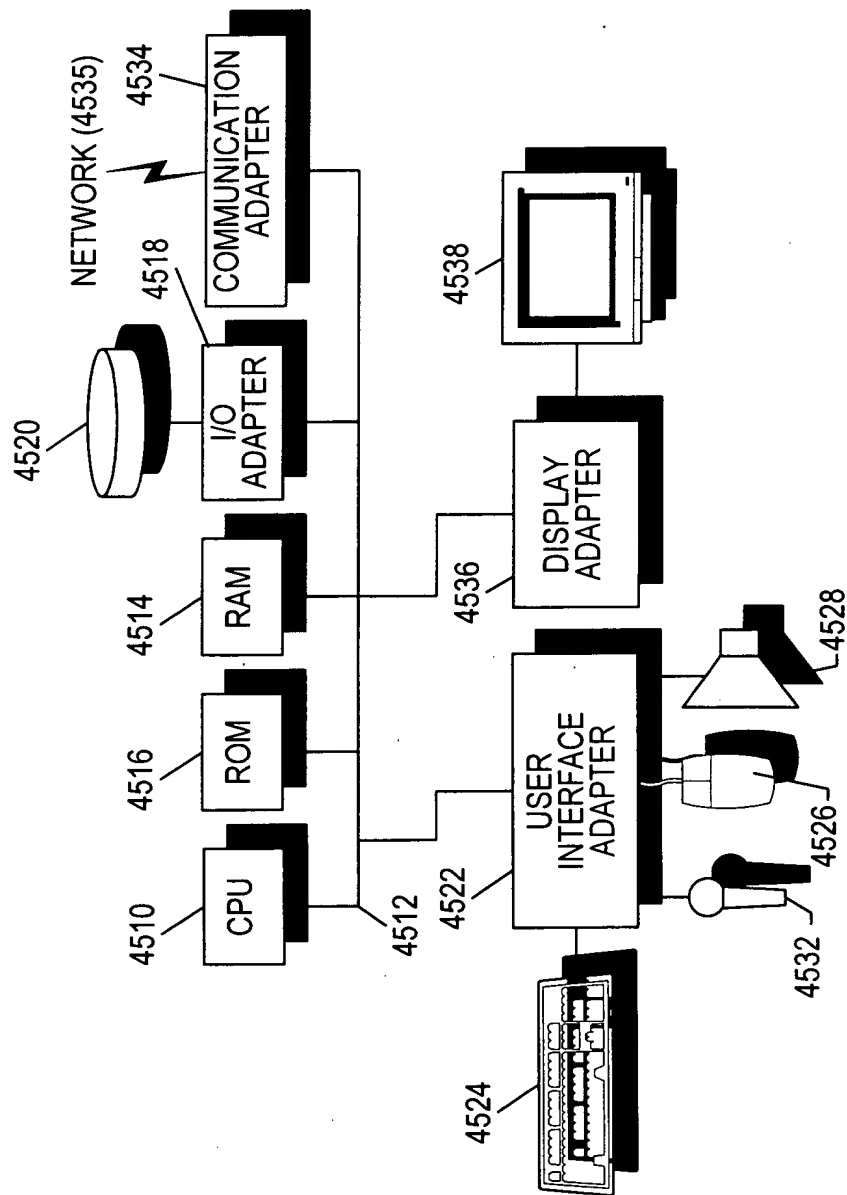
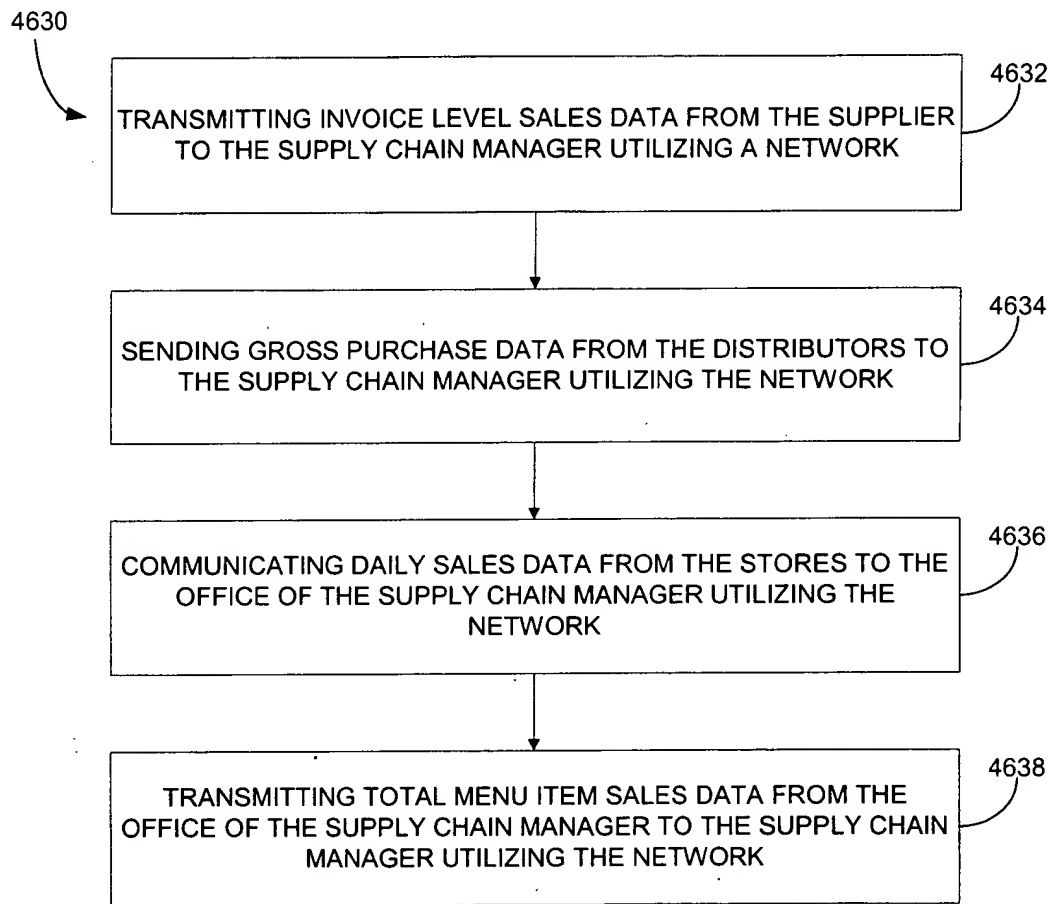
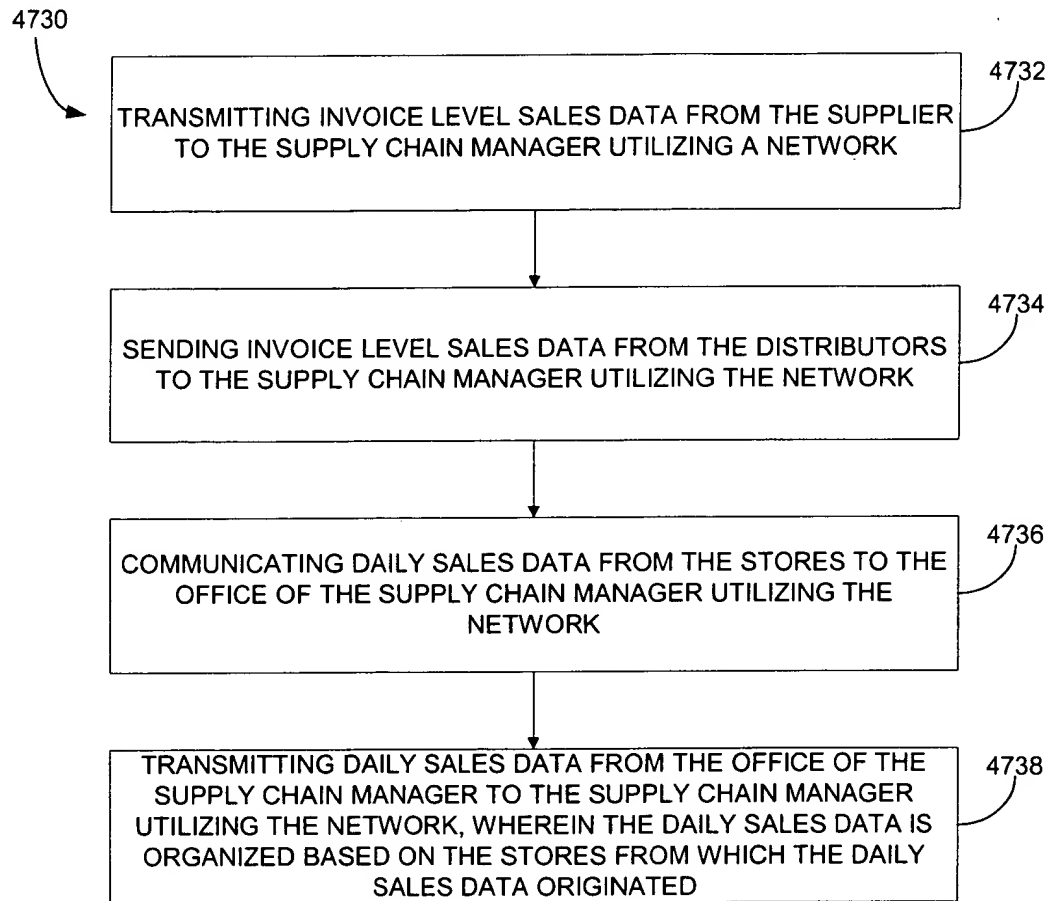


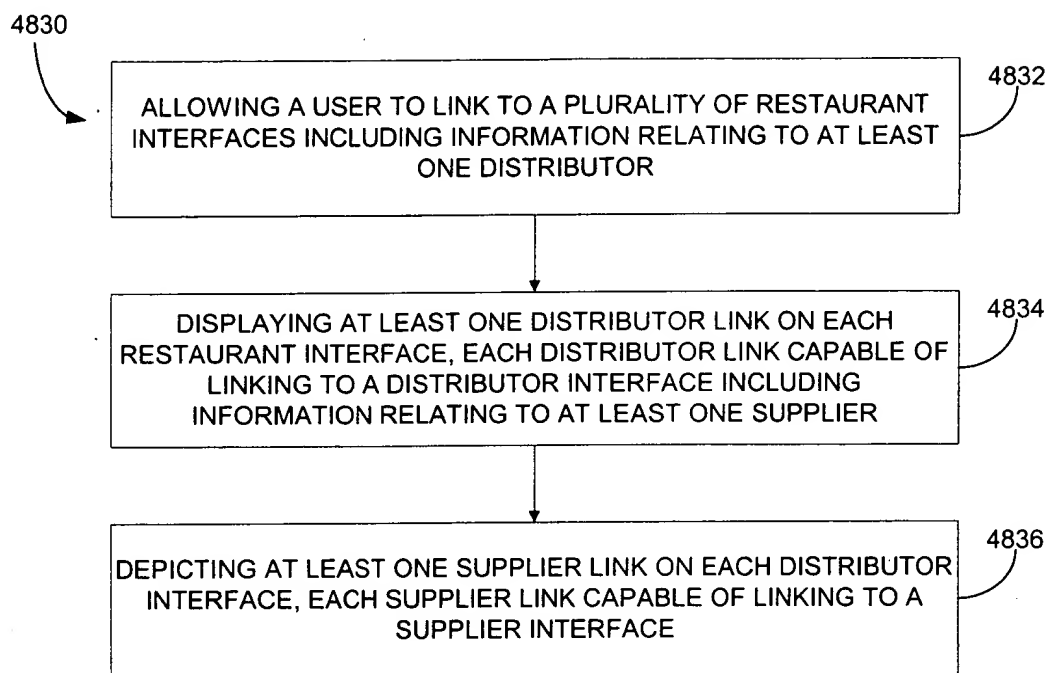
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**



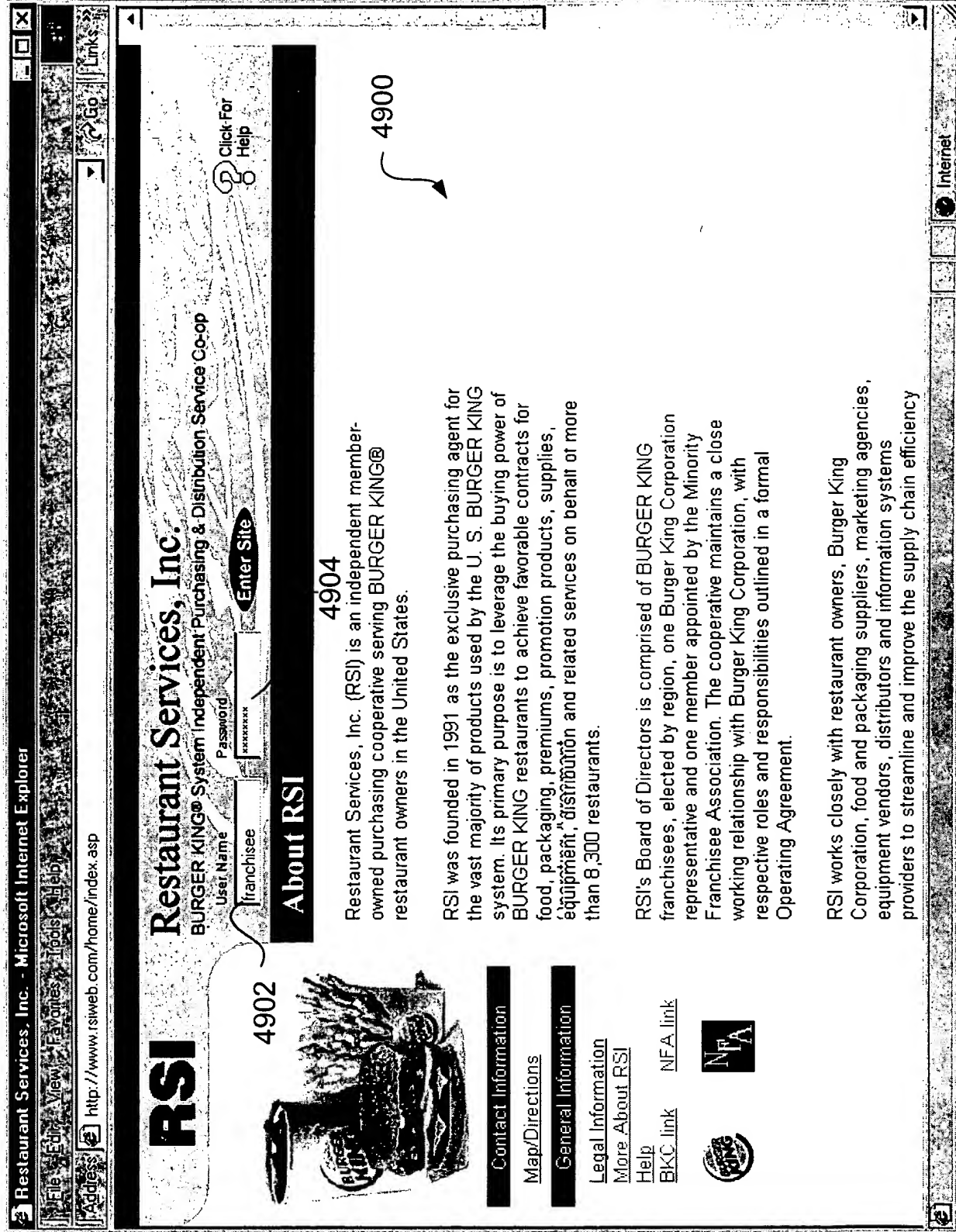


FIG. 49

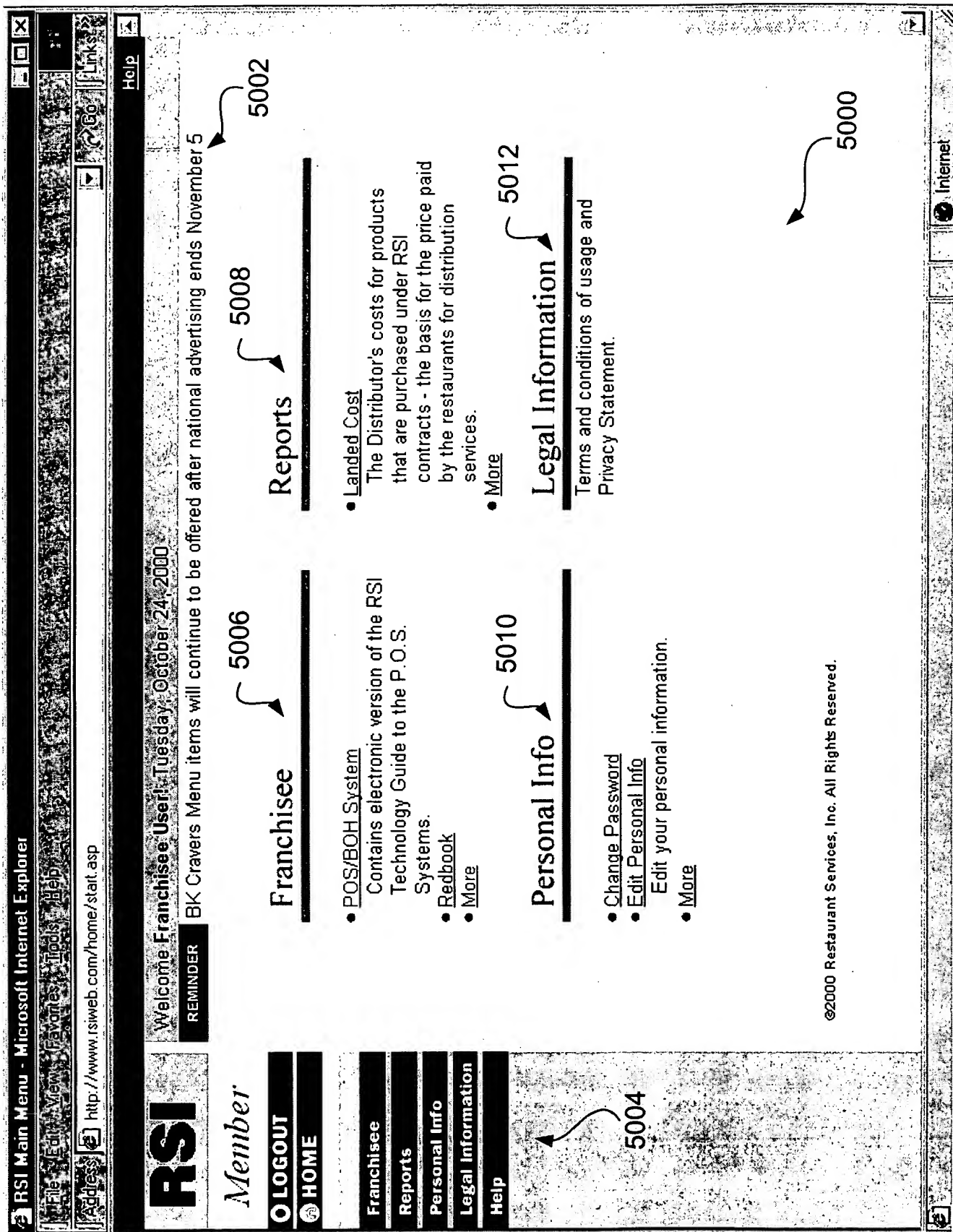
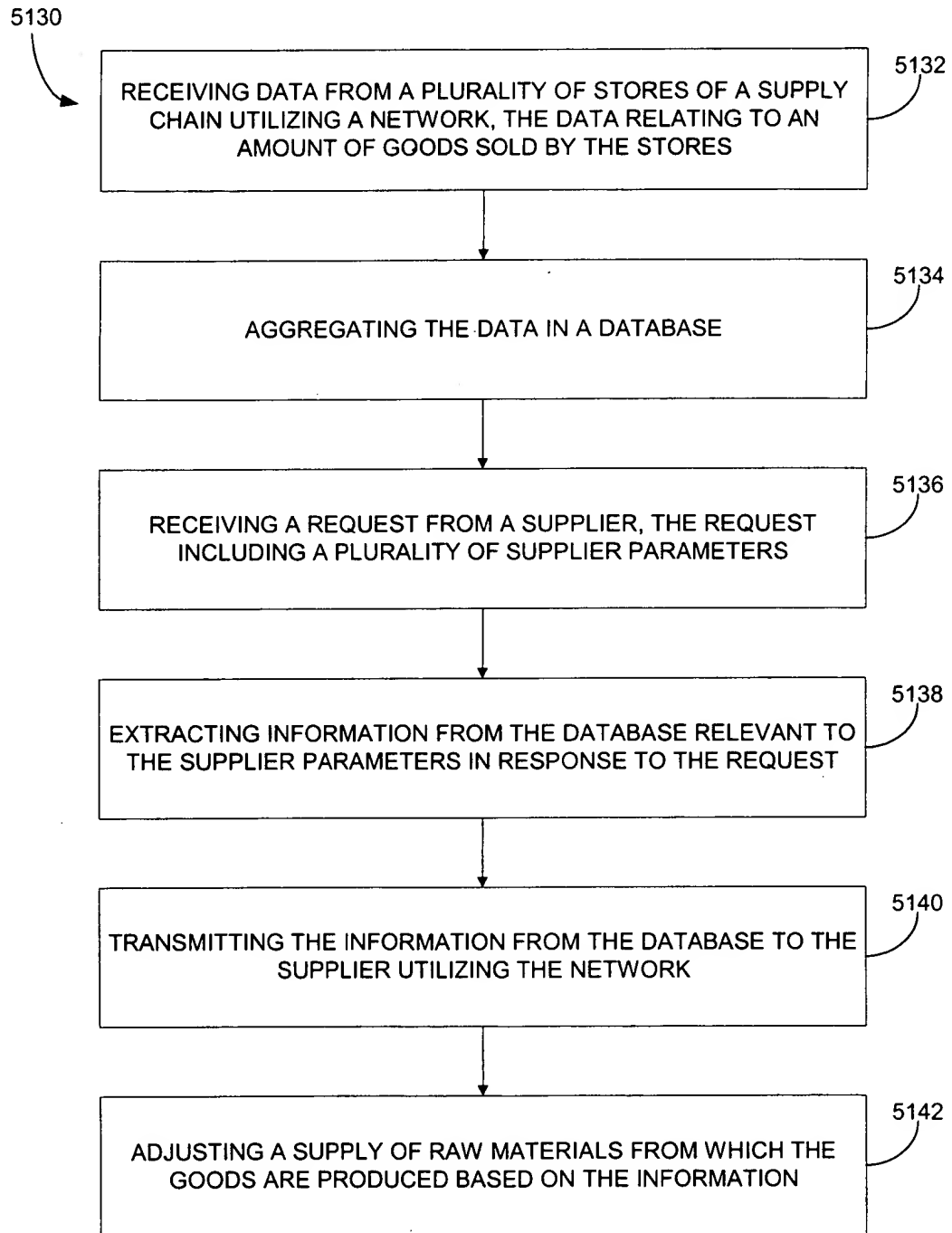


FIG. 50



**FIG. 51**

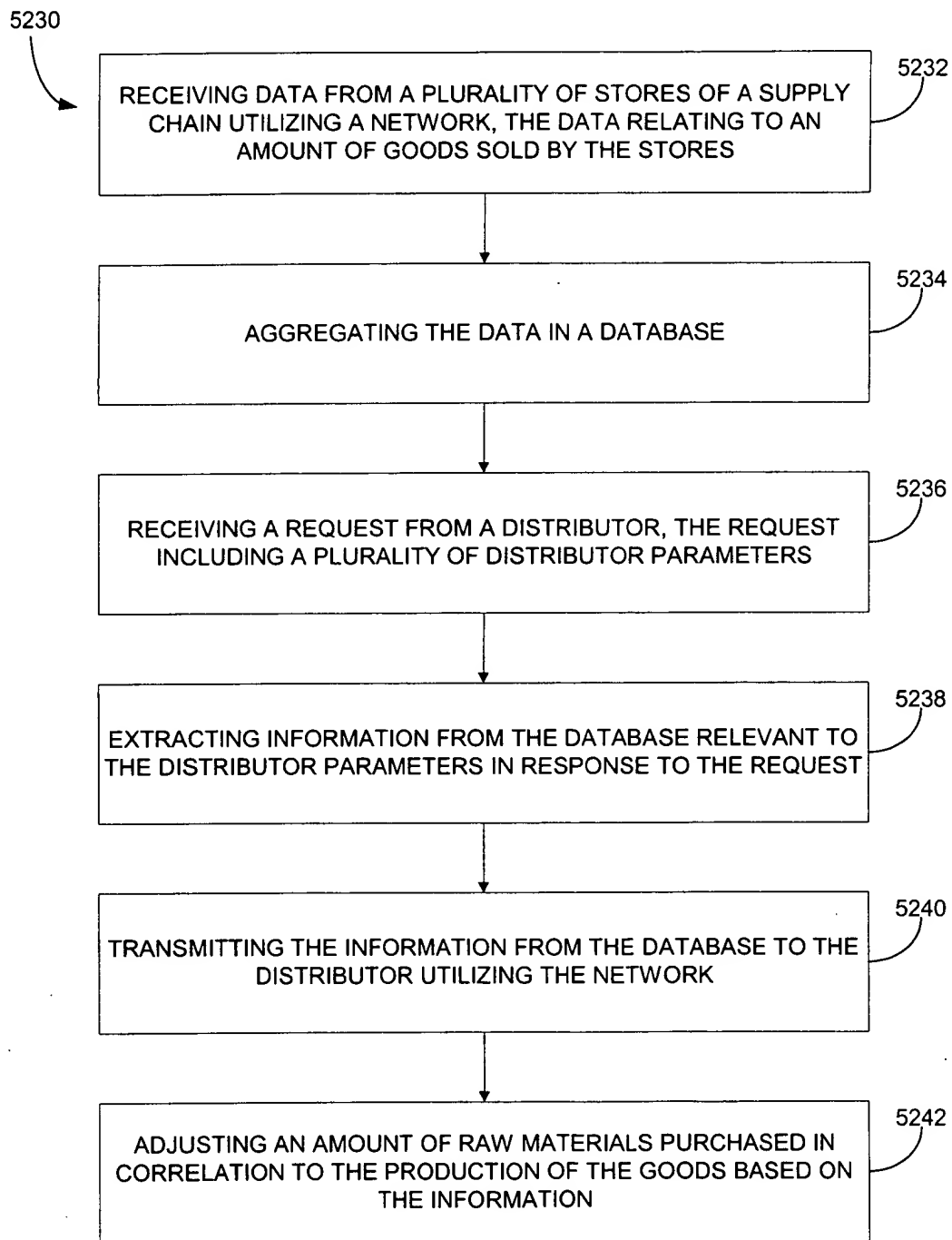


FIG. 52

Printer Friendly Version

**POS Implied Daily Usage - Distributor**  
**Tuesday, October 24, 2000**

Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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| DC Item                            |                             | % Chg<br>14 Day<br>Avg | 14 Day Rolling (Total Cases) |       |       |       |       |       |       |       |       |       |       |       |       |      | 10 Week Ending Total |      |      |  |
|------------------------------------|-----------------------------|------------------------|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|----------------------|------|------|--|
| No                                 | Item Description            | 10/23                  | 10/22                        | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 10/8                 | 9/25 | 9/18 |  |
| Number of Restaurants Served by DC |                             |                        |                              |       |       |       |       |       |       |       |       |       |       |       |       |      |                      |      |      |  |
| 18986                              | SAUCE: BBQ BULK<br>BULLSEYE |                        | 13                           | 21    | 23    | 18    | 16    | 16    | 14    | 14    | 21    | 21    | 15    | 13    |       | 109  | 96                   | 80   | 72   |  |
| 20788                              | MUSTARD: BULK BK            |                        | 12                           | 19    | 20    | 16    | 14    | 14    | 13    | 14    | 19    | 19    | 16    | 15    | 14    | 110  | 104                  | 104  | 100  |  |
| 24340                              | MAYONNAISE: BULK<br>BK      |                        | 134                          | 167   | 211   | 173   | 156   | 154   | 153   | 150   | 200   | 208   | 175   | 155   | 151   | 1184 | 1146                 | 1142 | 1109 |  |
| 24866                              | STRAW: WRAPPED<br>7.75" BK  |                        | 21                           | 33    | 34    | 27    | 25    | 24    | 24    | 24    | 34    | 33    | 27    | 24    | 24    | 189  | 179                  | 186  | 178  |  |
| 26318                              | FORK: WRAPPED<br>BULK BK    |                        | 10                           | 11    | 12    | 10    | 9     | 8     | 9     | 11    | 12    | 11    | 10    | 9     | 9     | 70   | 71                   | 56   | 58   |  |
| 25452                              | KNIFE: WRAPPED<br>BULK BK   |                        | 3                            | 3     | 3     | 3     | 2     | 2     | 2     | 3     | 3     | 3     | 3     | 2     | 2     | 18   | 15                   | 8    | 9    |  |
| 27662                              | KETCHUP: BULK BAG<br>IN BOX |                        | 86                           | 134   | 142   | 116   | 104   | 102   | 101   | 100   | 136   | 139   | 115   | 106   | 102   | 796  | 771                  | 776  | 743  |  |
| 27690                              | KETCHUP: PACKETS<br>10g BK  |                        | 127                          | 194   | 205   | 160   | 143   | 142   | 139   | 144   | 197   | 197   | 160   | 142   | 140   | 1112 | 1070                 | 1078 | 1044 |  |

**FIG. 53**

**FIG. 54**





## Supplier

## LOGOUT

 HOME

## Reports

## Personal Info

## Legal Information

## Help

## POS Implied Daily Usage - Supplier

Supplier: **TYSON FOODS**

## Retrieve

## Retrieve

5500

Printer Friendly Version

**POS Implied Daily Usage - Supplier**  
**Tuesday, October 24, 2000**

Supplier: TYSON FOODS

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[illegible]

Done

Internet-

**FIG. 55**

**RSI**

Member

**LOGOUT**

**HOME**

Franchisee

Reports

Personal Info

Legal Information

Help

## Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

[Printer Friendly Version](#)

### Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

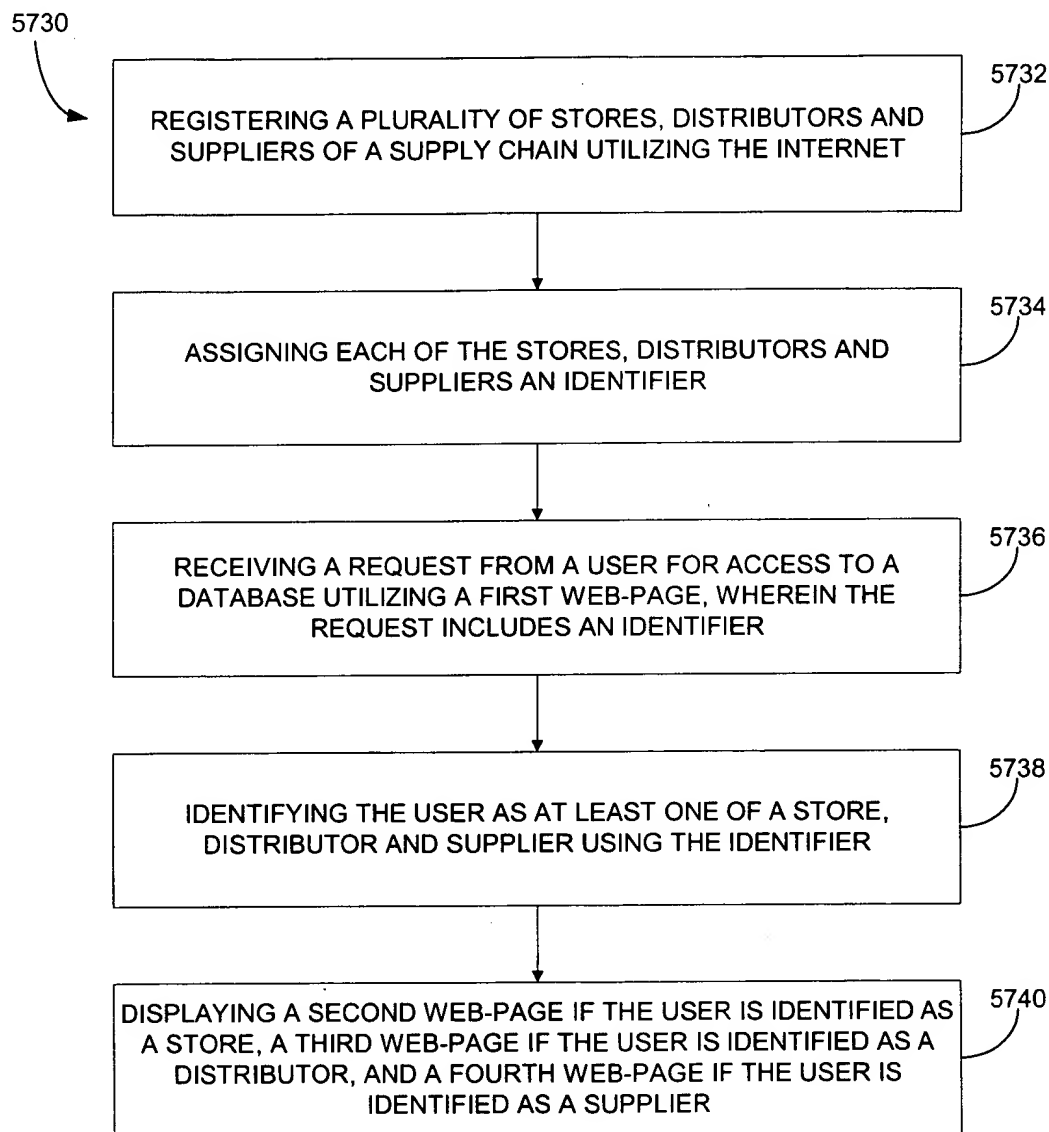
| DC Item No | RSI Item No | RSI Item Description              | DC Cost | Markup | Rest Cost |
|------------|-------------|-----------------------------------|---------|--------|-----------|
| 10340      | 4439        | REGISTER TAPE THERMAL 2 26" X 166 | \$21.27 | \$1.57 | \$22.84   |
| 12860      | 3586        | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87  | \$1.57 | \$7.44    |
| 18986      | 369         | SAUCE-BULK-KRAFTBULLSEYE          | \$24.48 | \$1.57 | \$26.05   |
| 19432      | 4473        | COFFEE-FOLGERS REGULAR            | \$44.50 | \$1.57 | \$46.07   |
| 20786      | 67          | MUSTARD-BULK 36AL                 | \$6.46  | \$1.57 | \$8.02    |
| 20940      | 4281        | WRAP-LOCAL OPTION                 | \$29.78 | \$1.57 | \$31.35   |
| 24340      | 66          | SAUCE-BULK MAYONNAISE             | \$7.81  | \$1.57 | \$9.38    |
| 24500      | 4270        | WATER-ICE MOUNTAIN .5L            | \$6.41  | \$1.57 | \$7.98    |

Done

Internet

FIG. 56





**FIG. 57**

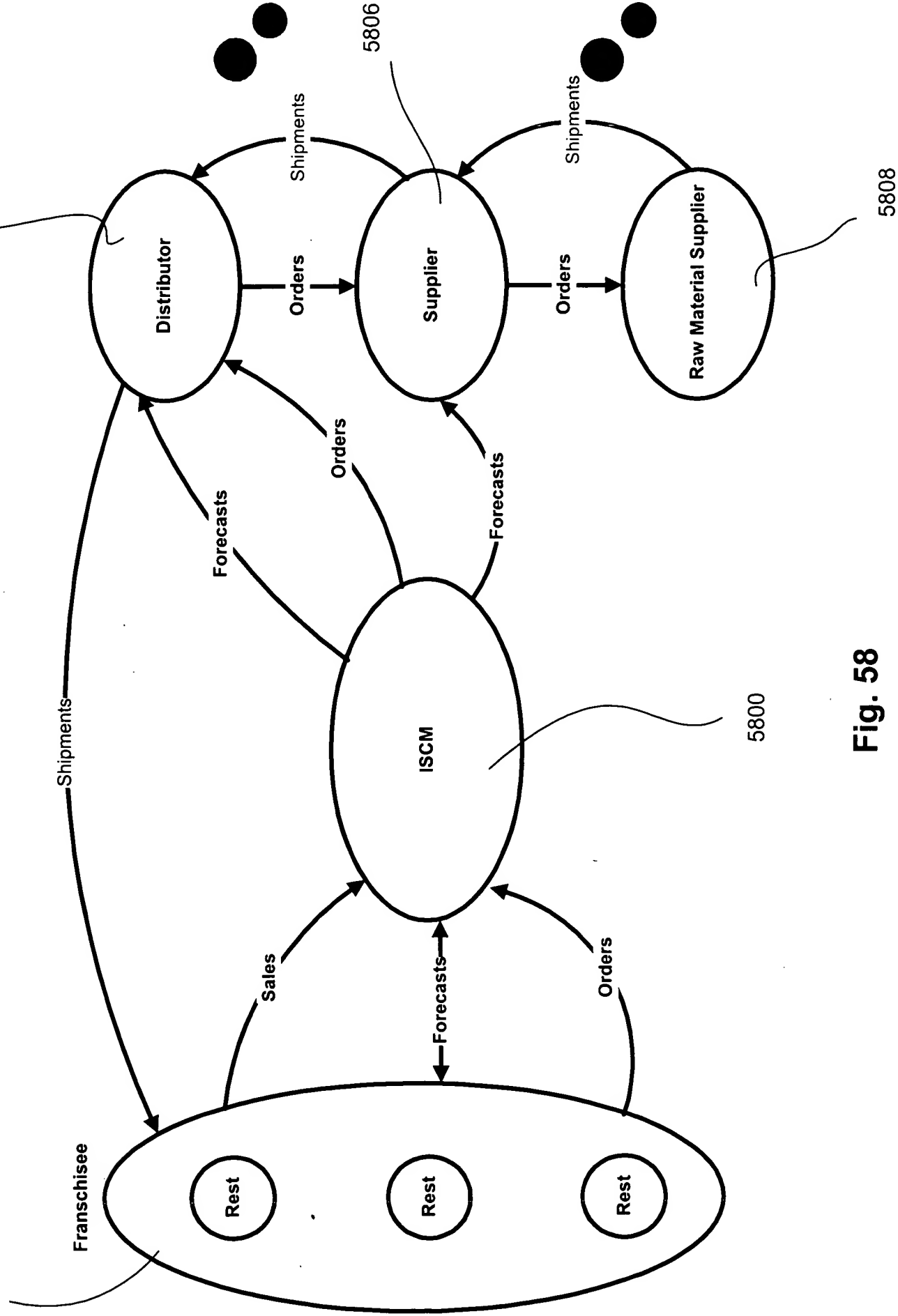
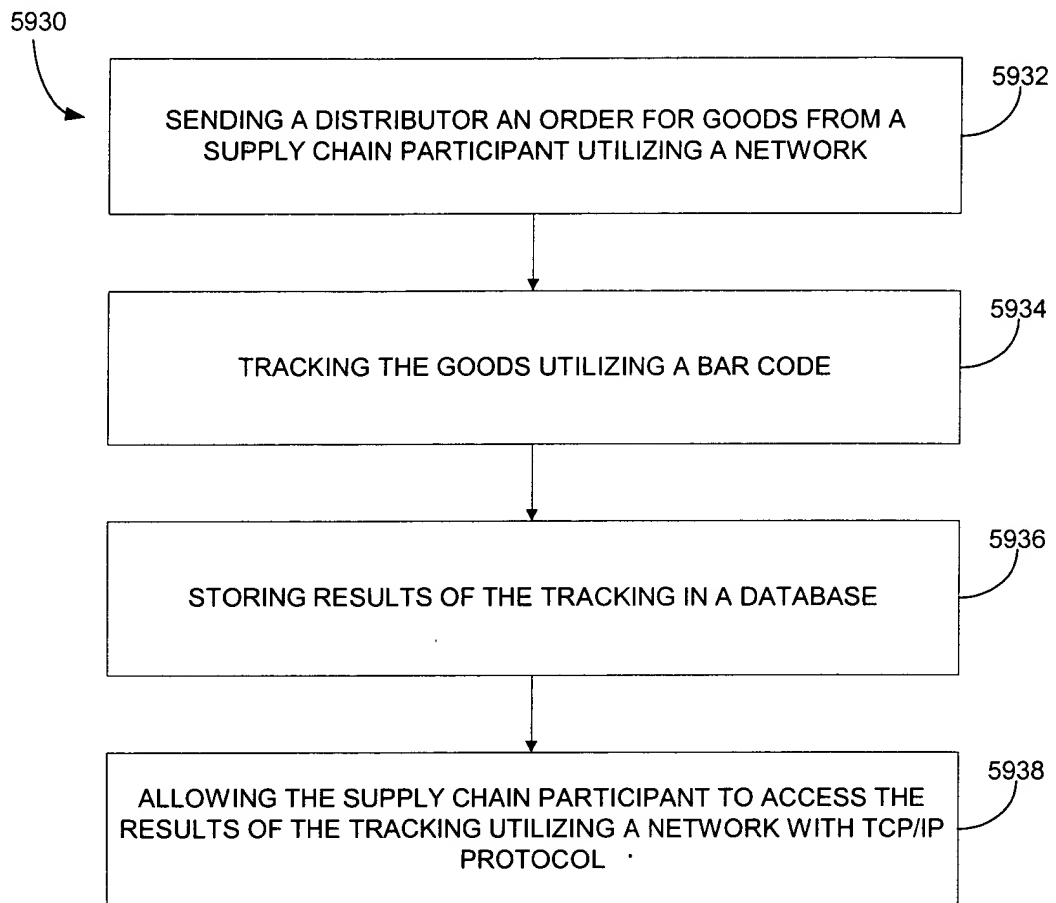


Fig. 58



**FIG. 59**

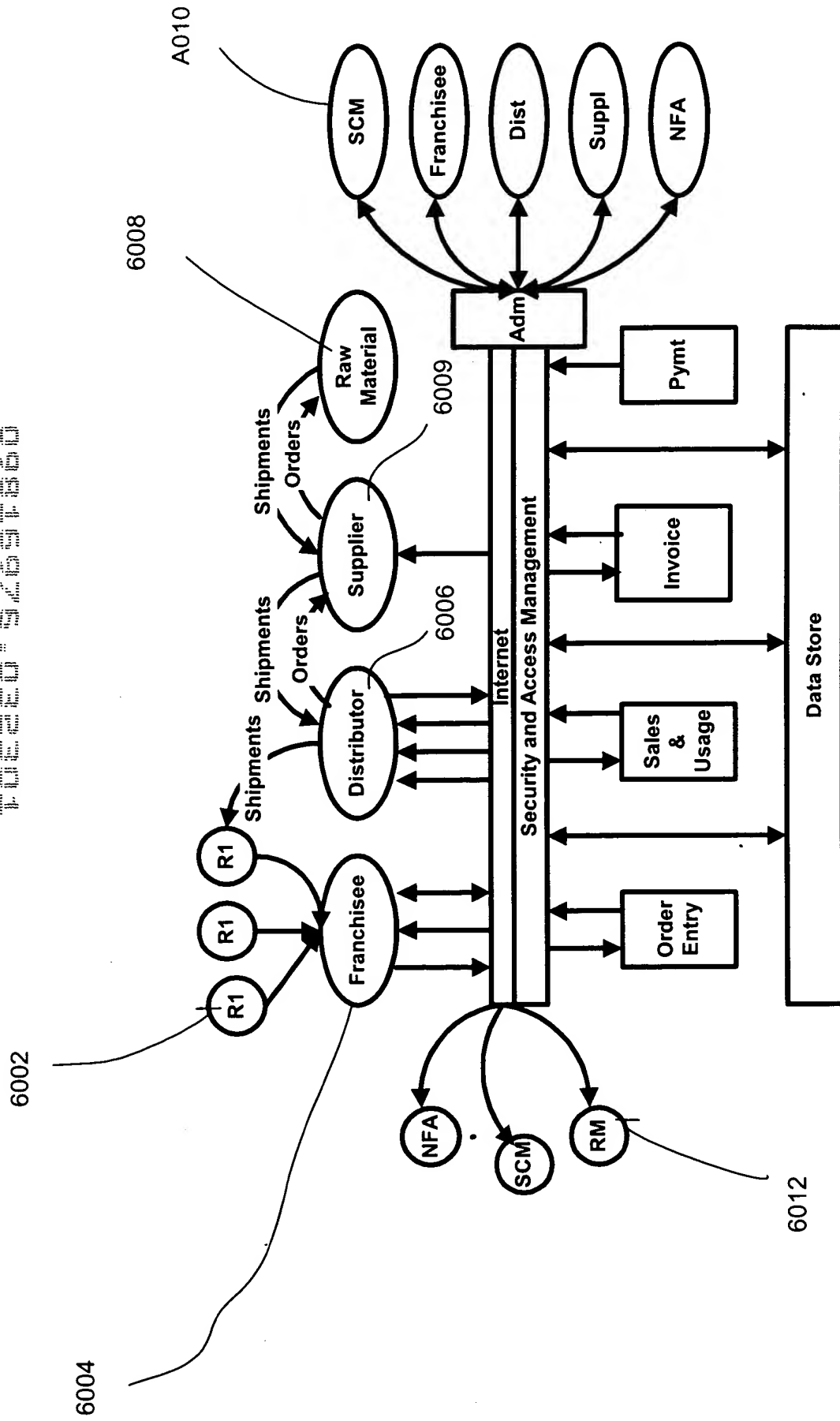


Fig. 60

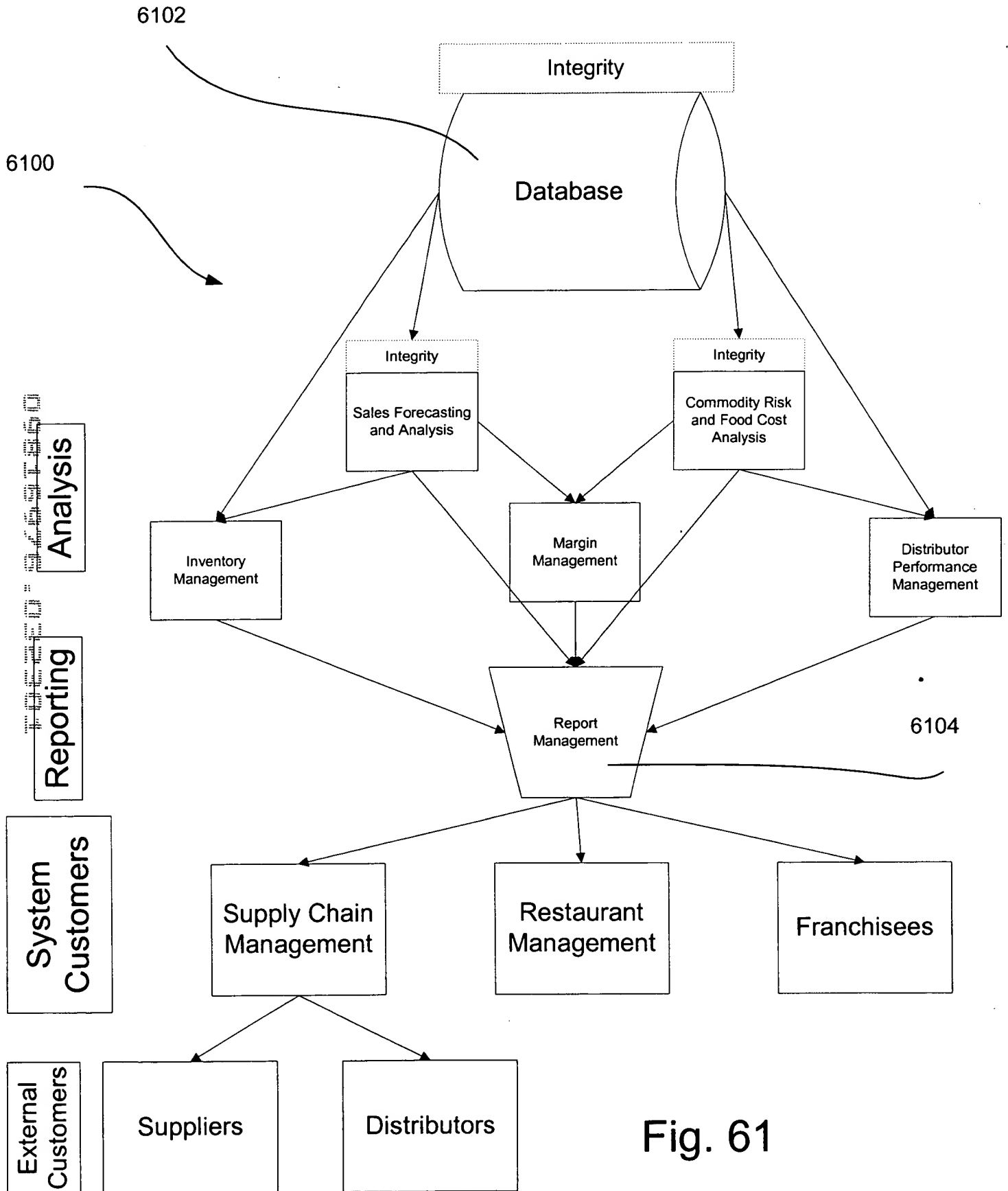


Fig. 61

```
graph TD; 6230 --> 6232[RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE AT LEAST ONE STORE]; 6232 --> 6234[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN]; 6234 --> 6236[RECEIVING SUPPLIER INFORMATION FROM A MANAGEMENT HEADQUARTERS UTILIZING THE NETWORK, WHEREIN THE SUPPLIER INFORMATION INCLUDES A PLURALITY OF SUPPLIERS SELECTED TO SUPPLY THE STORE WITH THE GOODS]; 6236 --> 6238[USING THE SUPPLIER INFORMATION TO TRANSMIT THE ELECTRONIC ORDER FORM TO THE SELECTED SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK];
```

6230

6232 RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE AT LEAST ONE STORE

6234 GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

6236 RECEIVING SUPPLIER INFORMATION FROM A MANAGEMENT HEADQUARTERS UTILIZING THE NETWORK, WHEREIN THE SUPPLIER INFORMATION INCLUDES A PLURALITY OF SUPPLIERS SELECTED TO SUPPLY THE STORE WITH THE GOODS

6238 USING THE SUPPLIER INFORMATION TO TRANSMIT THE ELECTRONIC ORDER FORM TO THE SELECTED SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK

**FIG. 62**

6300

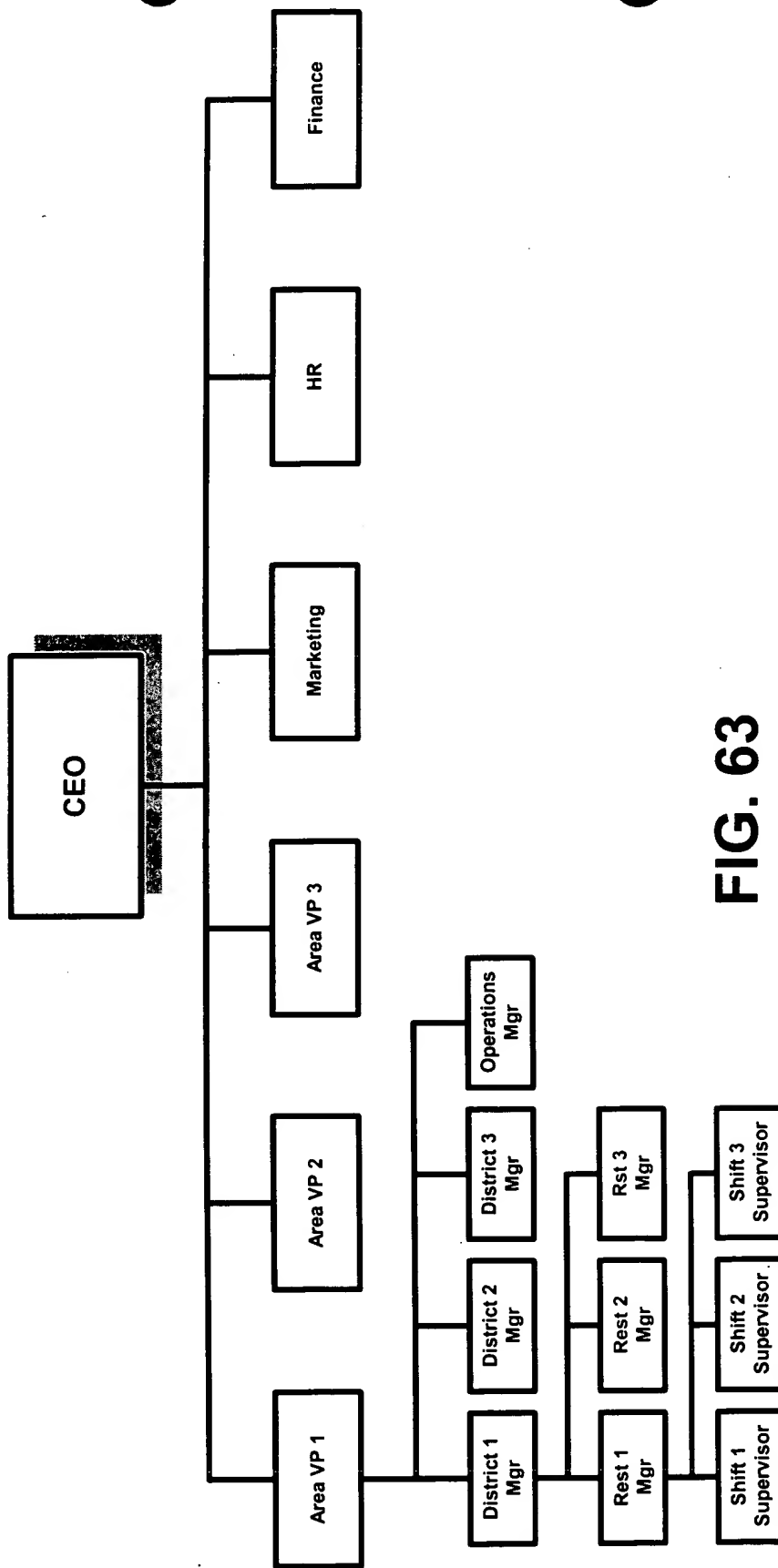
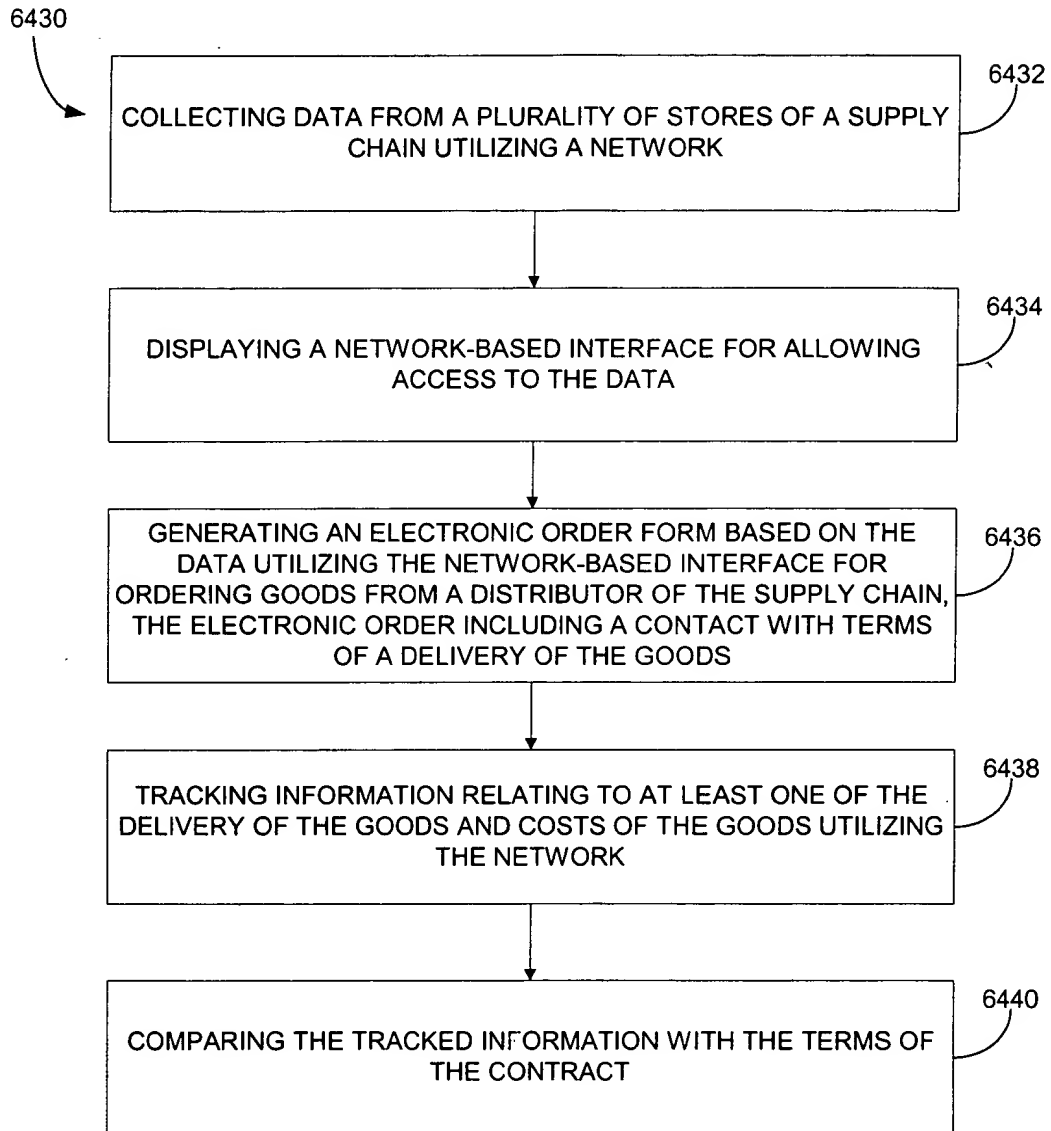


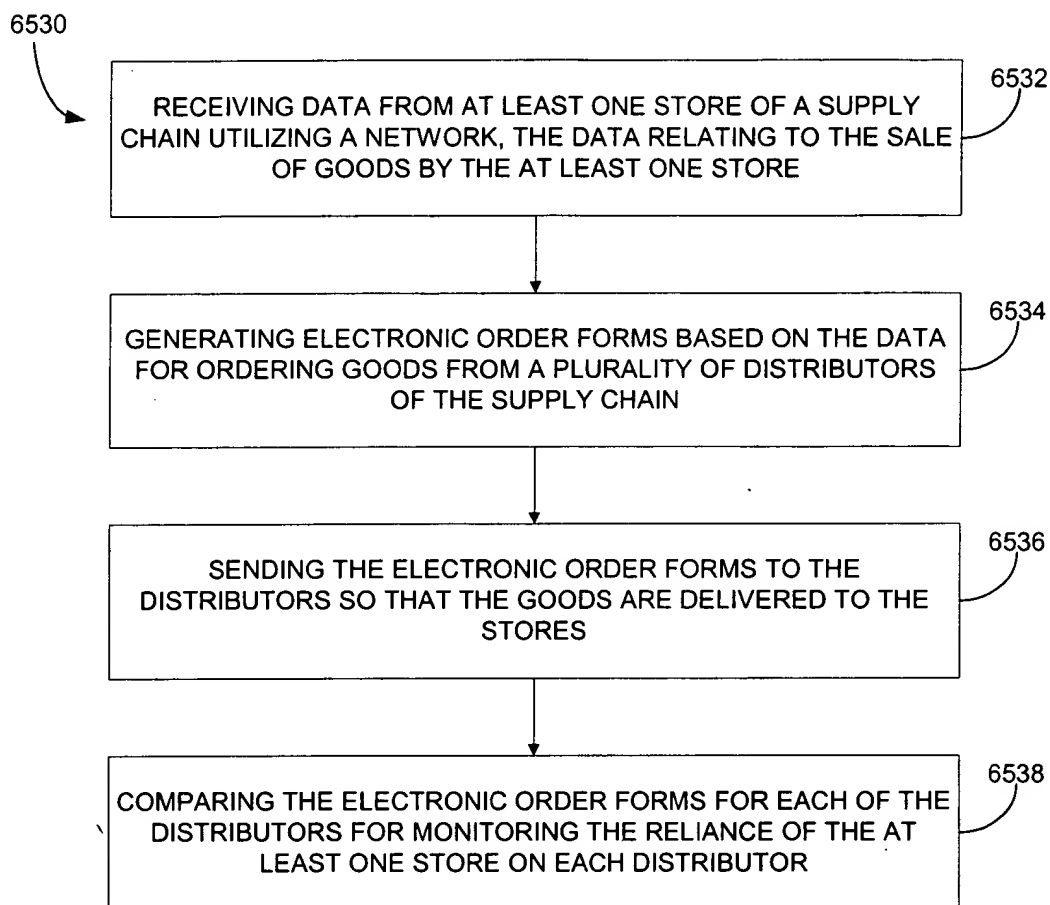
FIG. 63



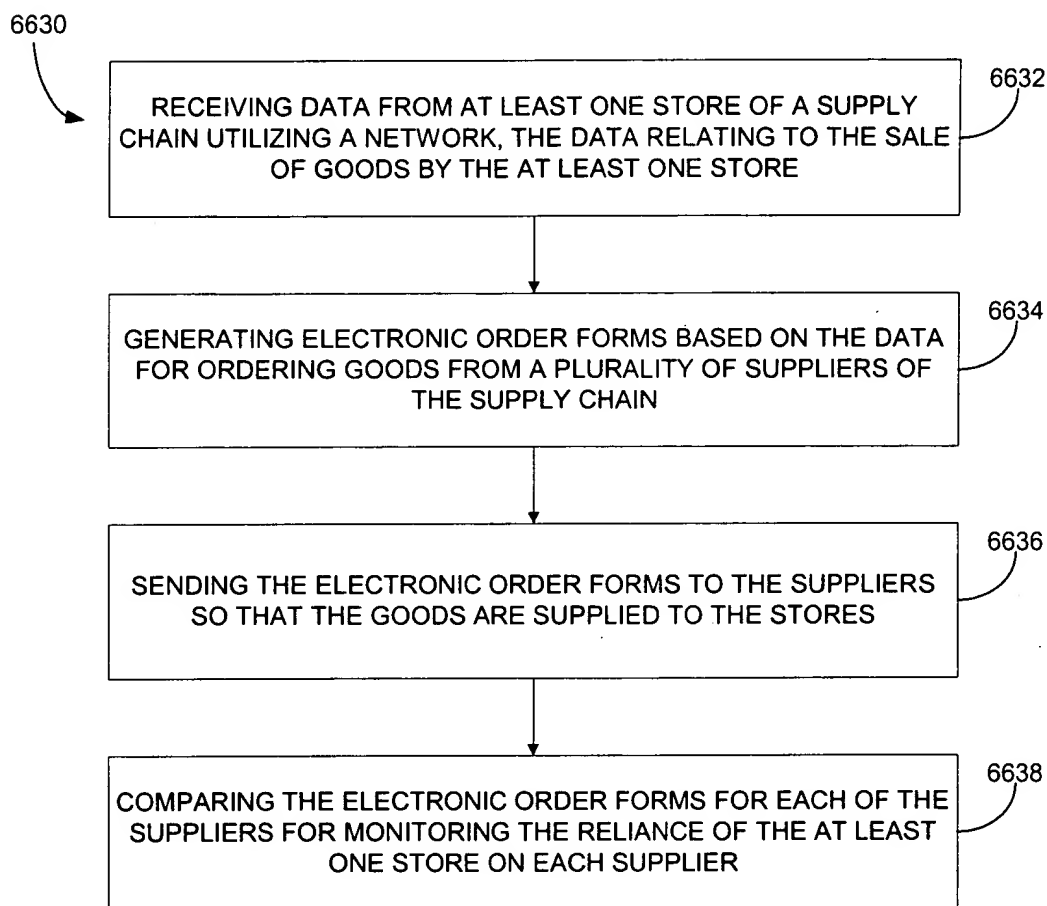
**FIG. 64**



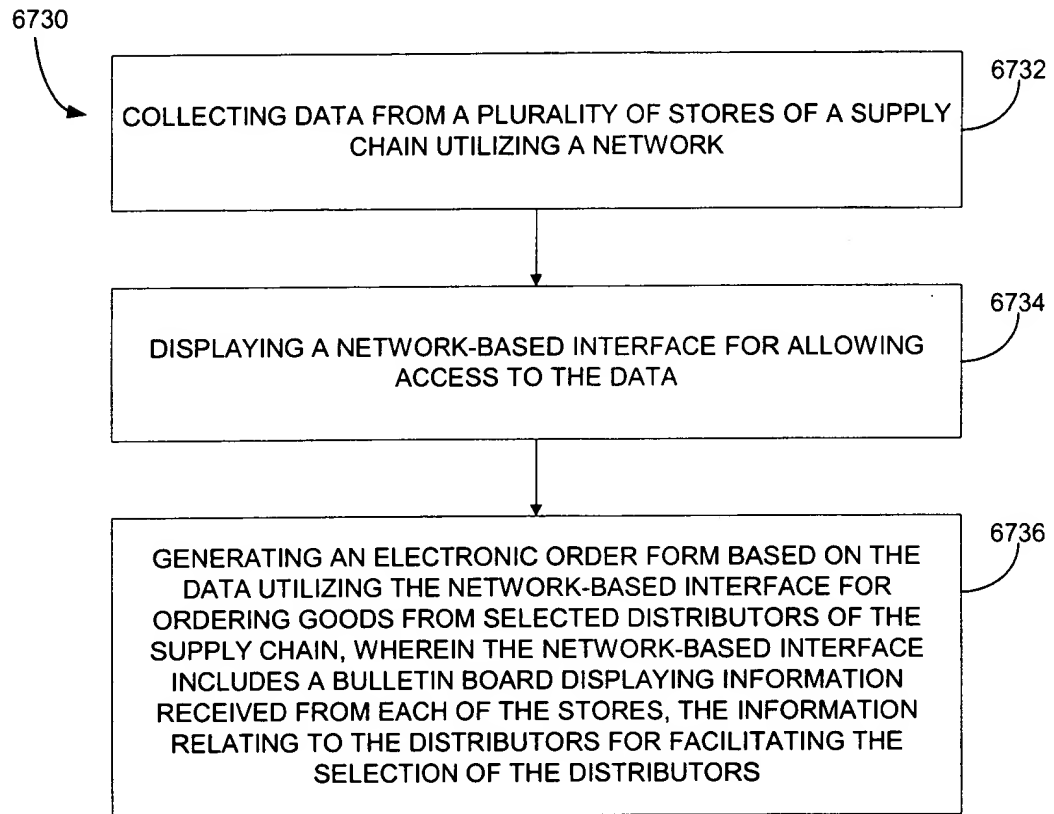
FIG. 65



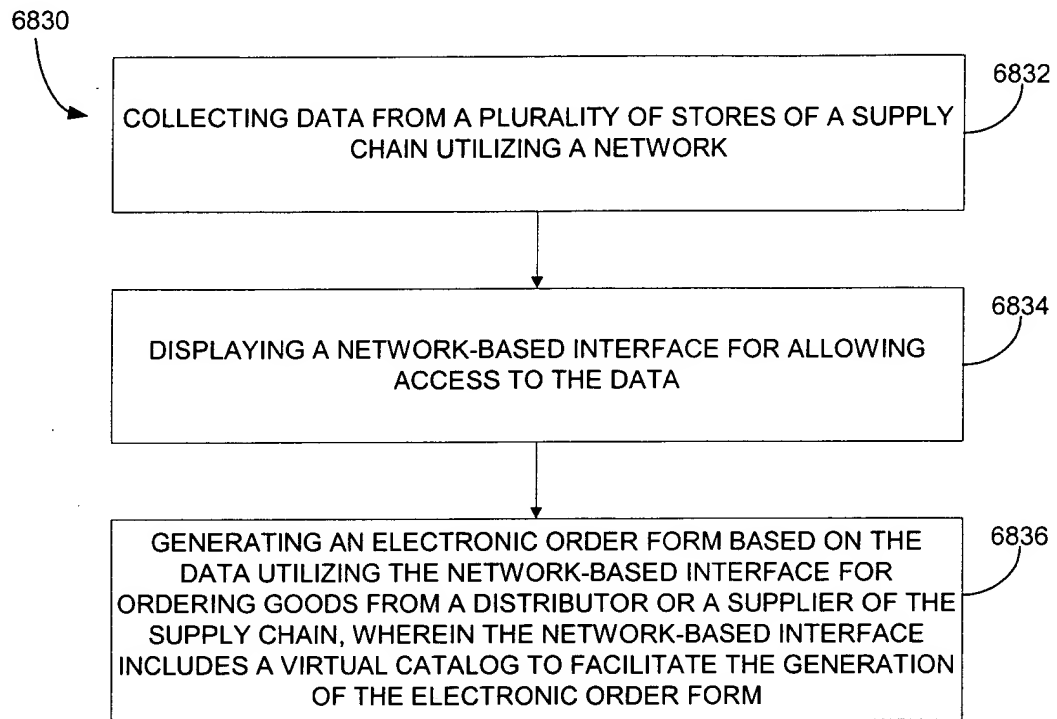
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**

6900

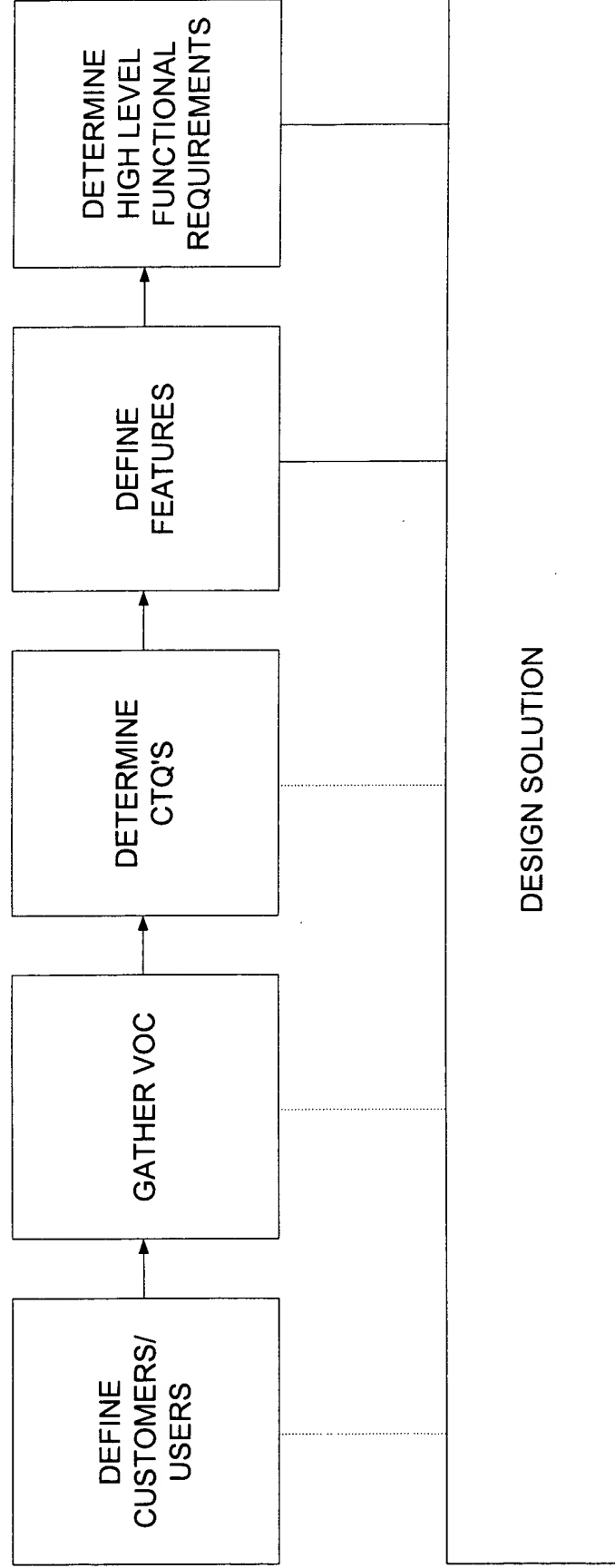
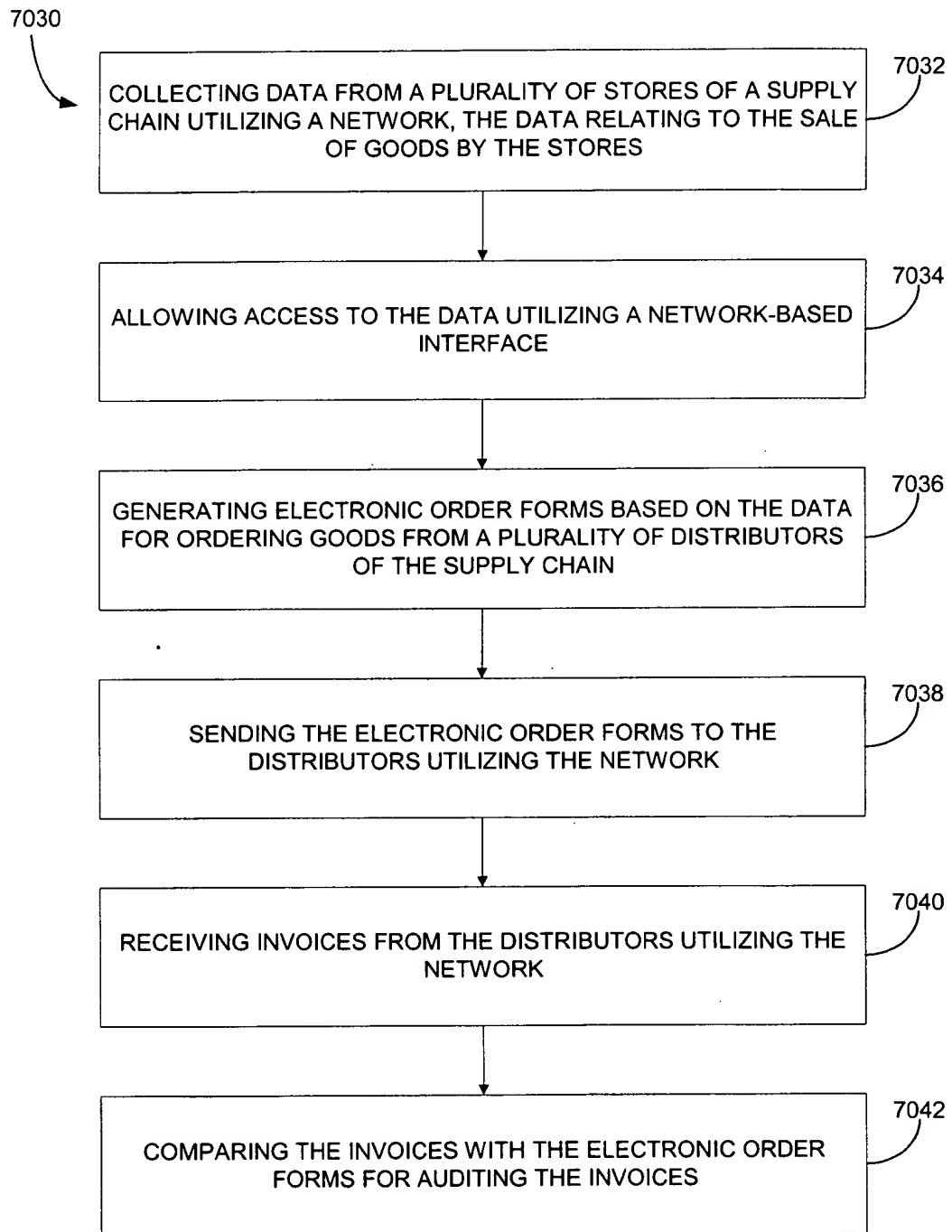


FIG. 69



**FIG. 70**



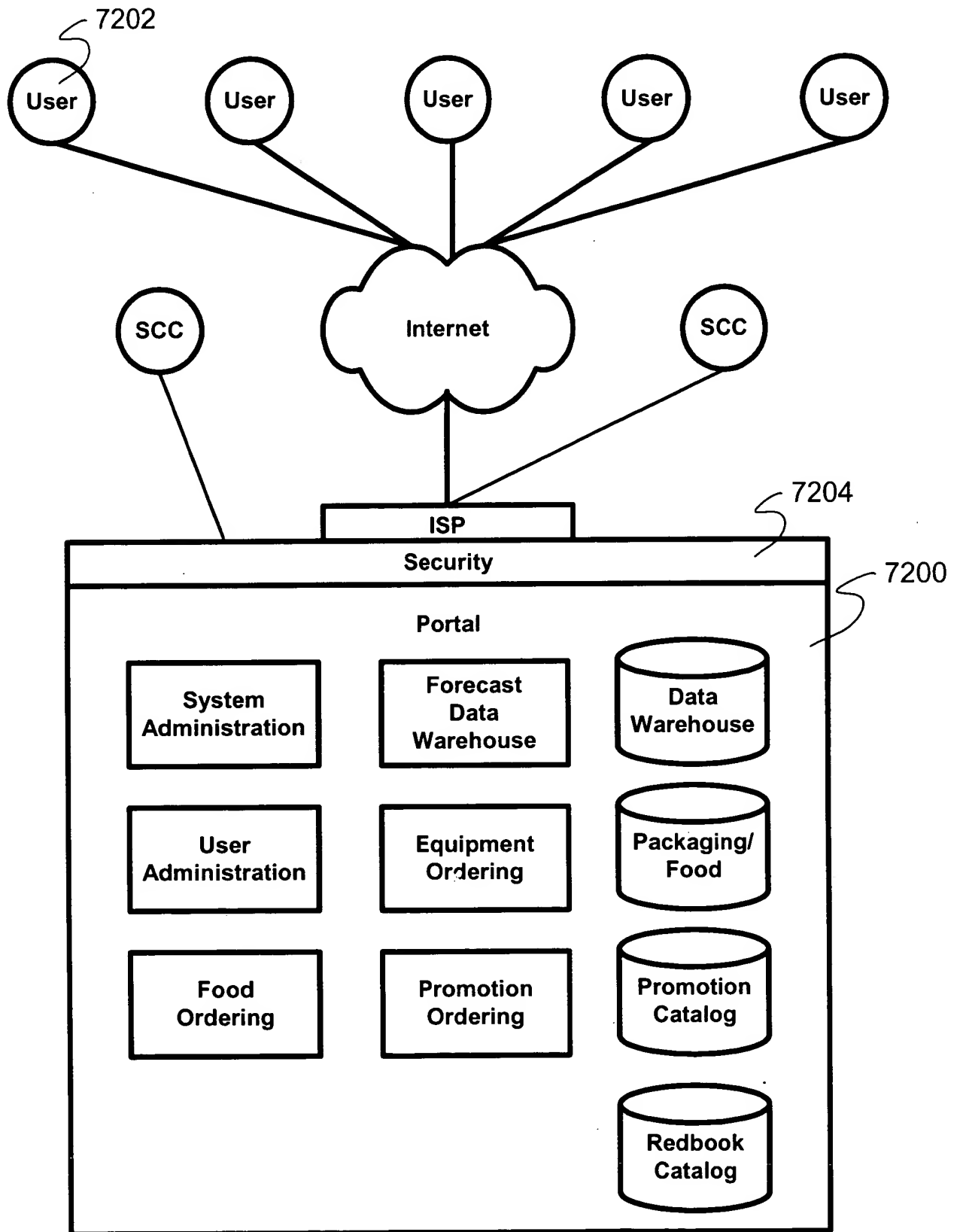


FIG. 72



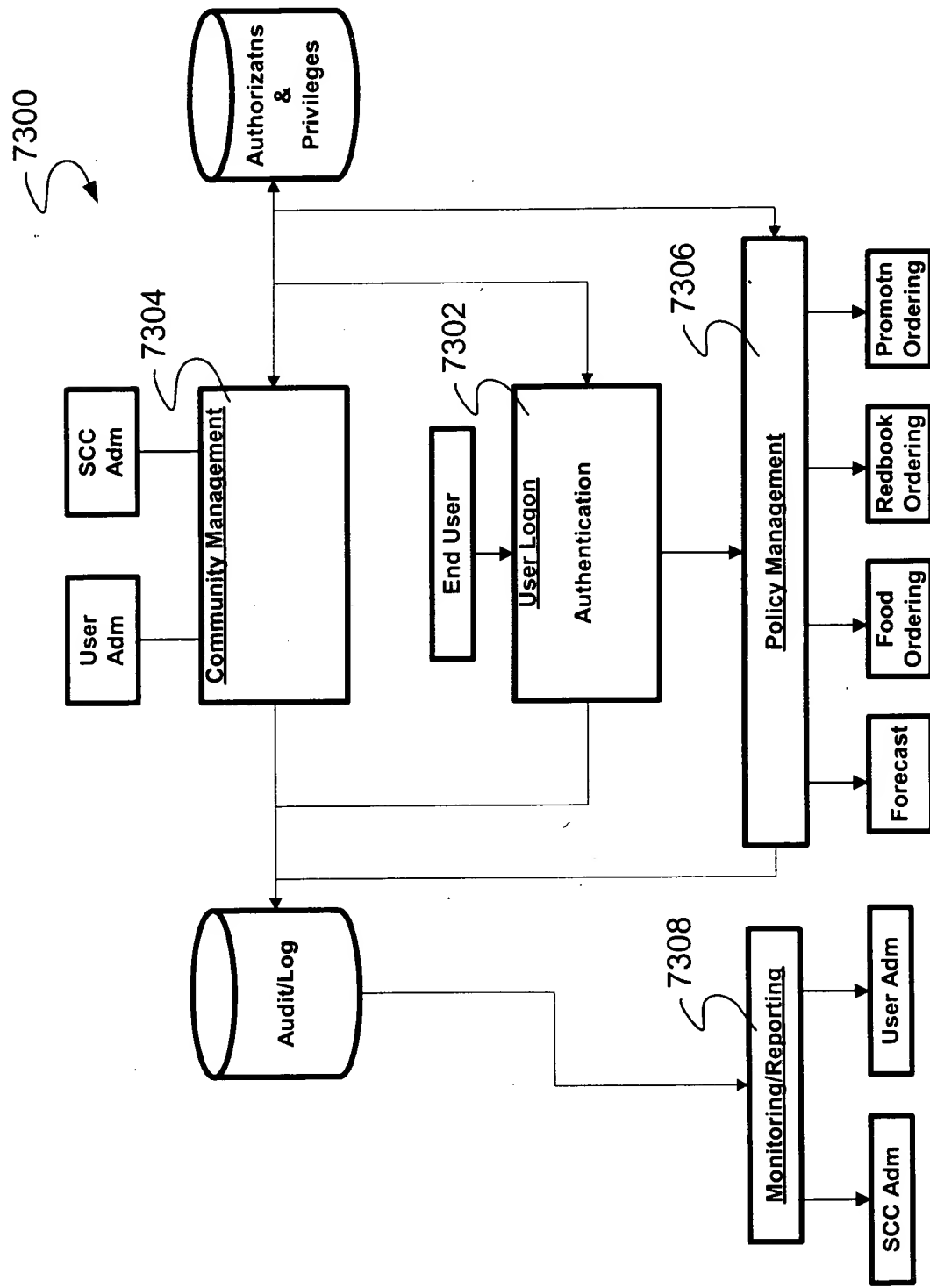


FIG. 73

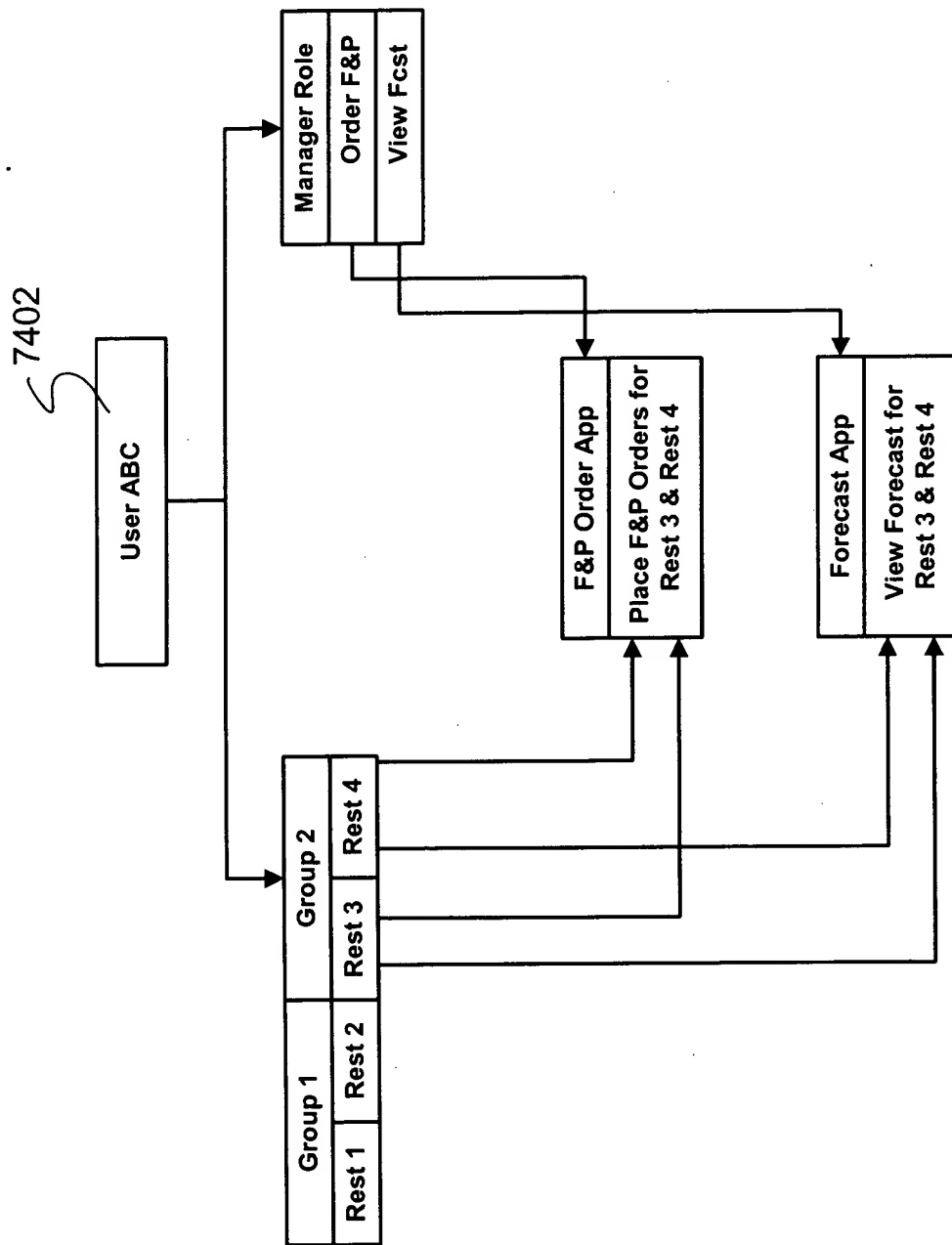


FIG. 74

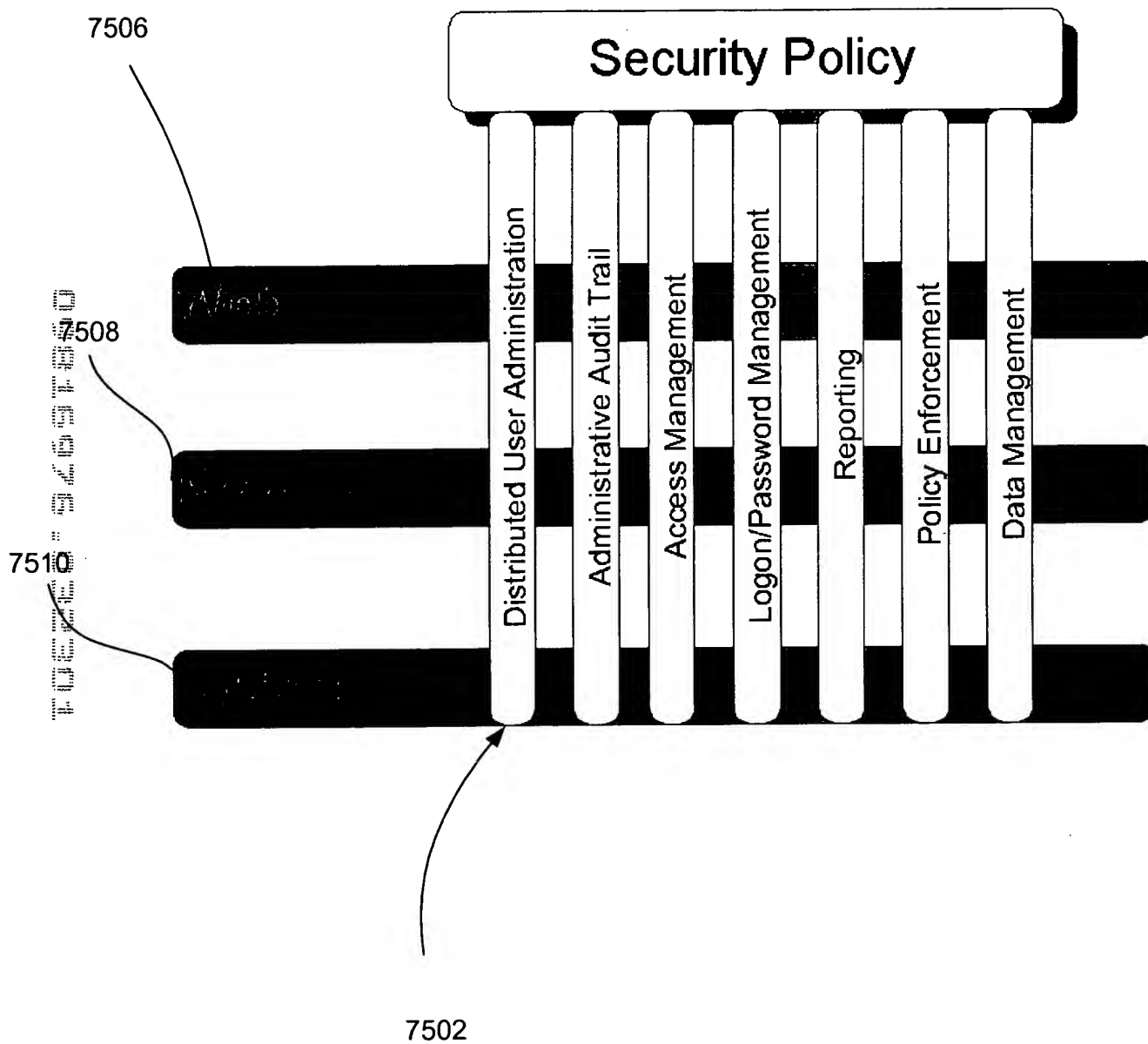
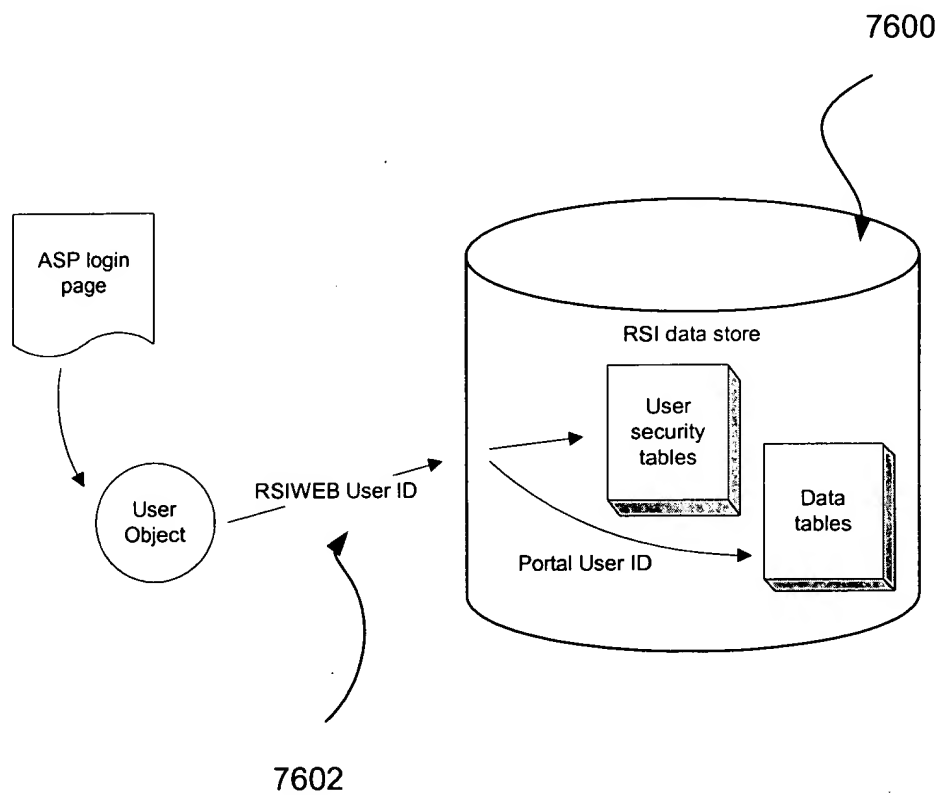


Fig. 75

FIG. 76



**Fig. 76**

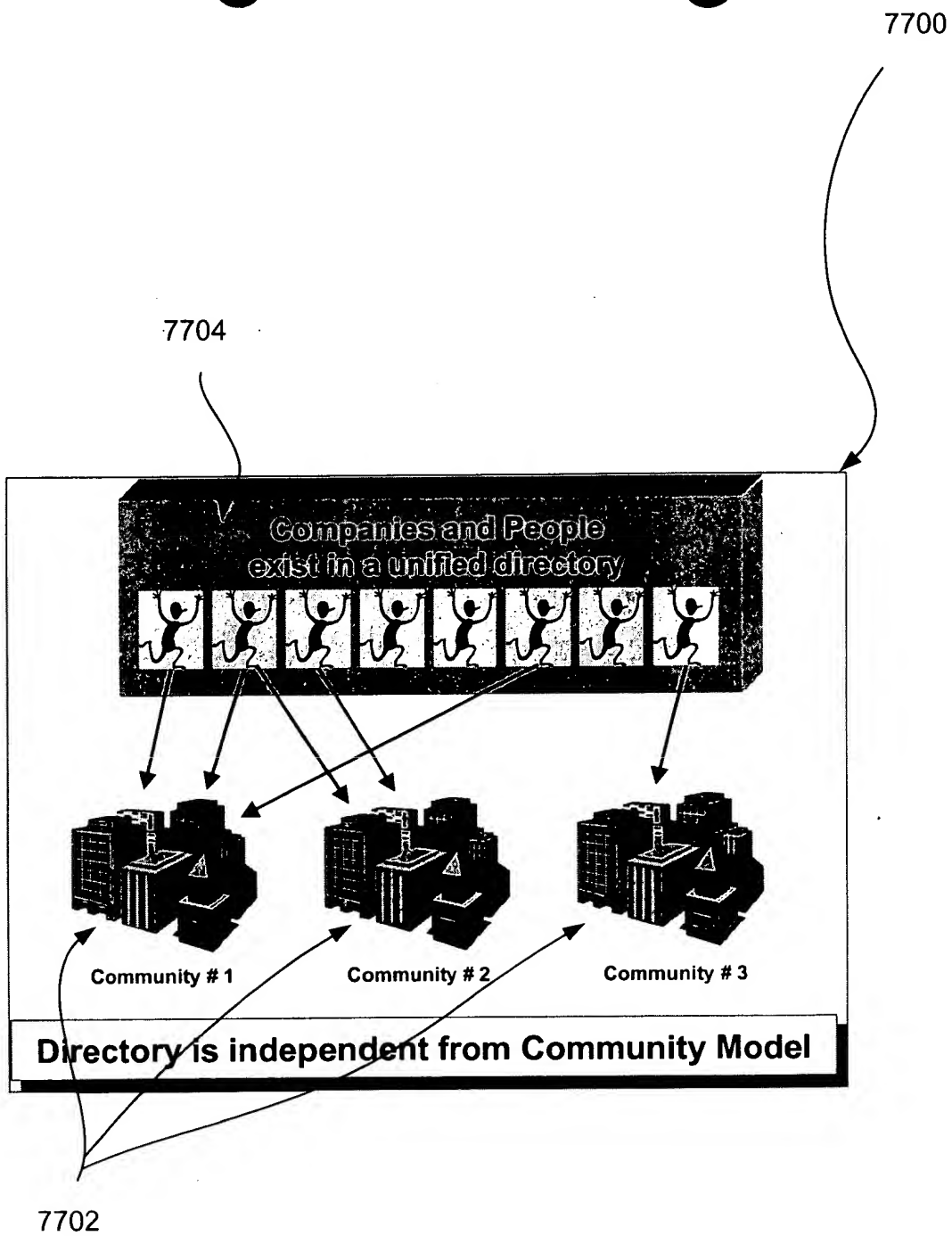


Fig. 77

7800

7802

7804

FIG. 78

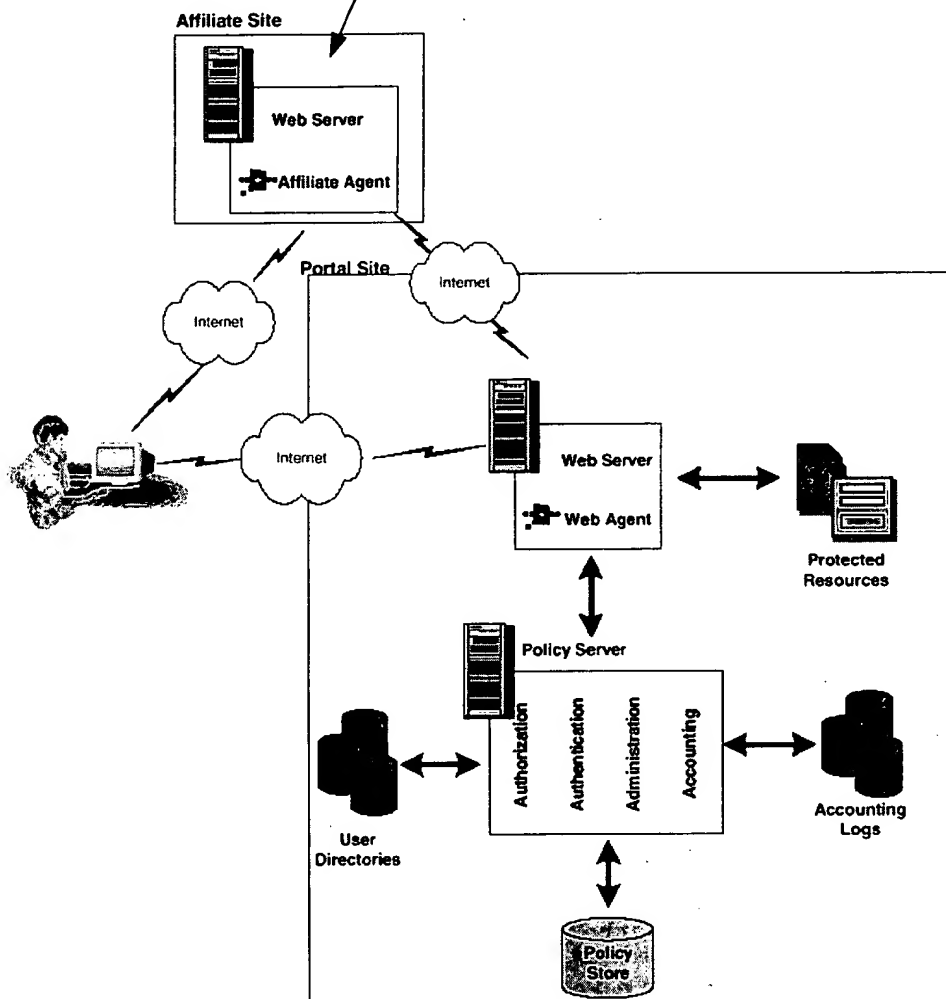


Fig. 78

7900

FIG. 79: 349T860

7902

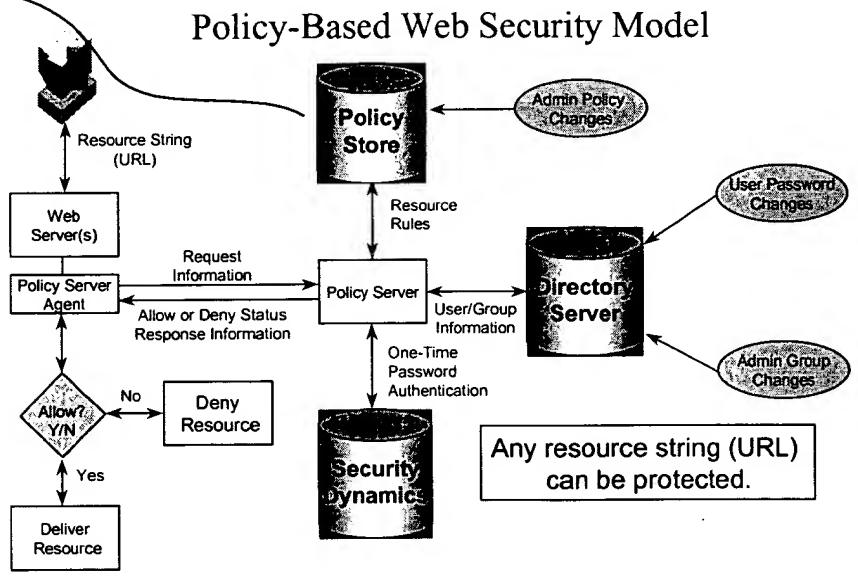
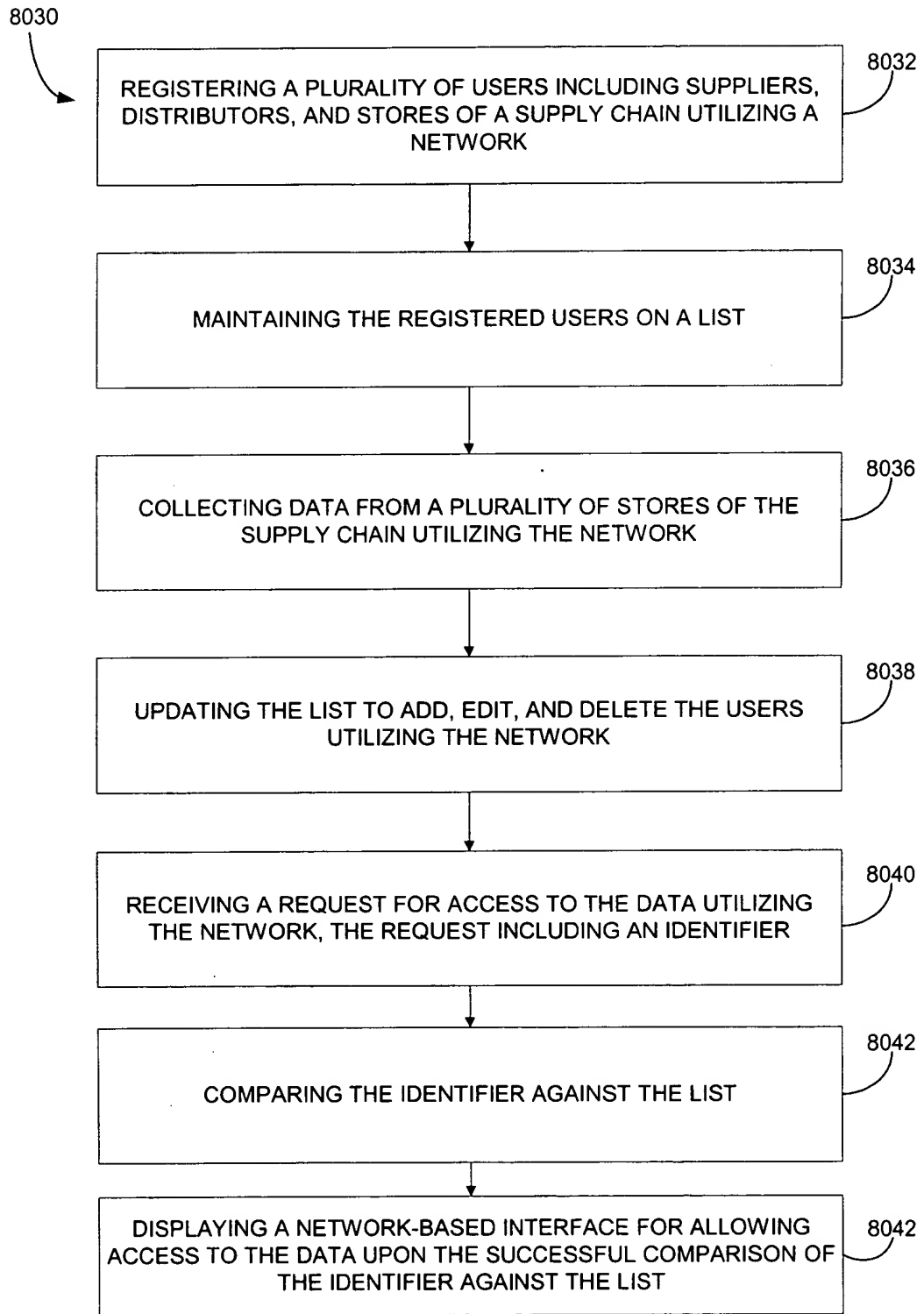


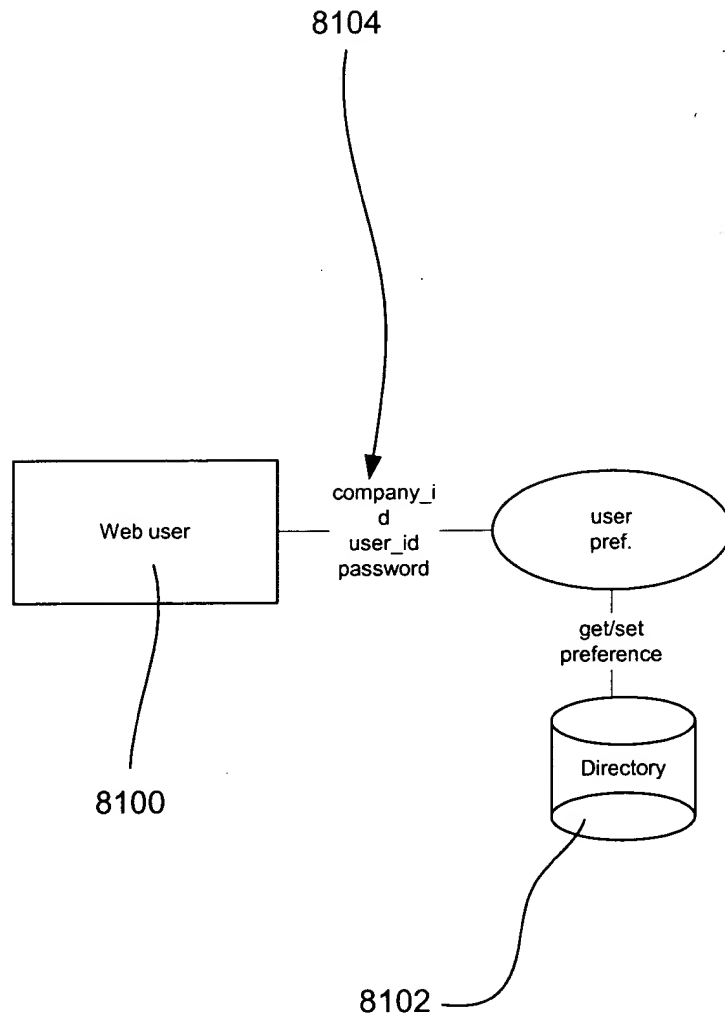
Fig. 79



**FIG. 80**



FIG. 81



**Fig. 81**

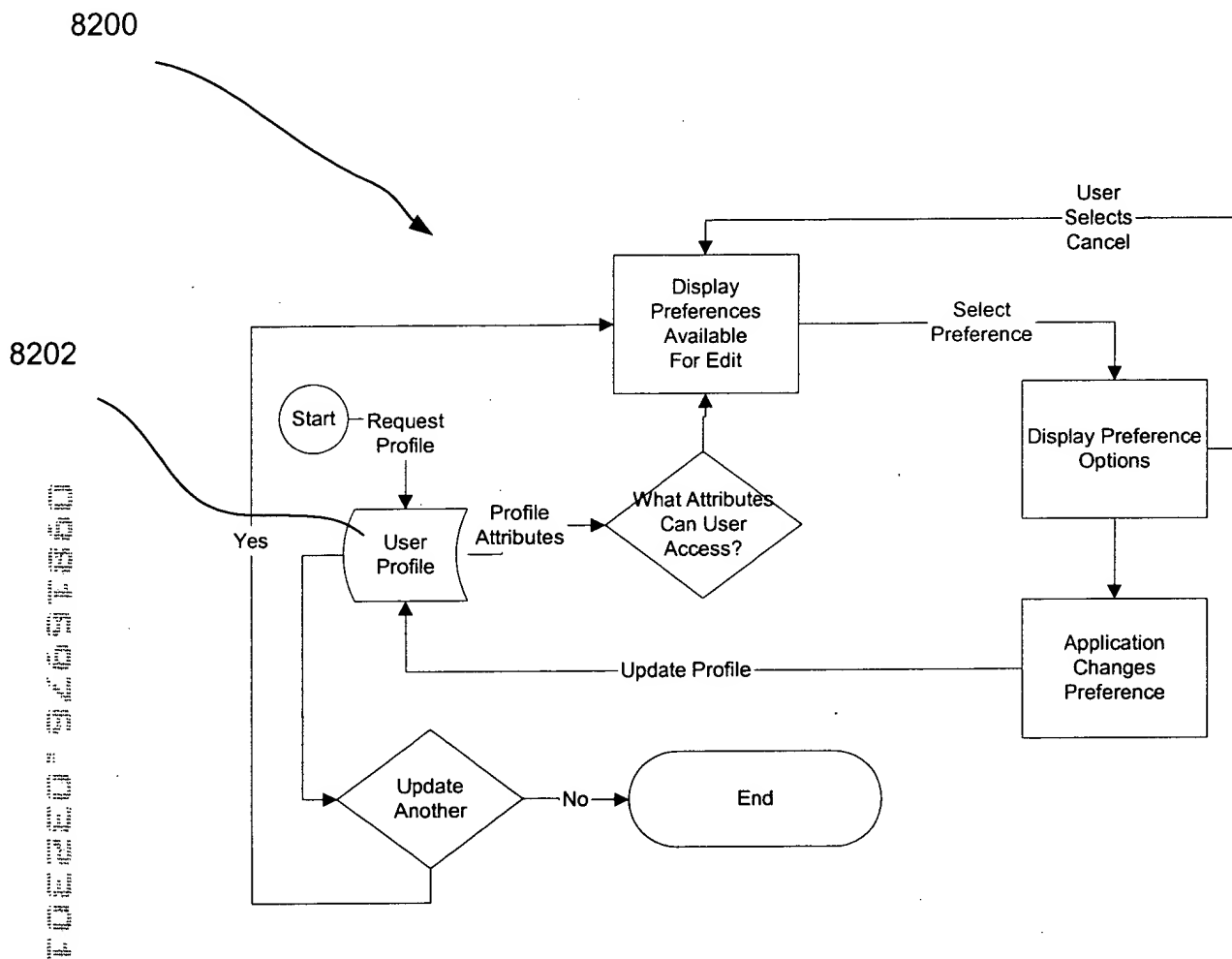


Fig. 82

FIG. 83

8302

8304

**Domain  
Privileges**

**Group  
Privileges  
(can include  
hierarchy based)**

**User's  
Privileges**

**Granted Privileges  
(Includes Roles)**

8306

8300

**Fig. 83**

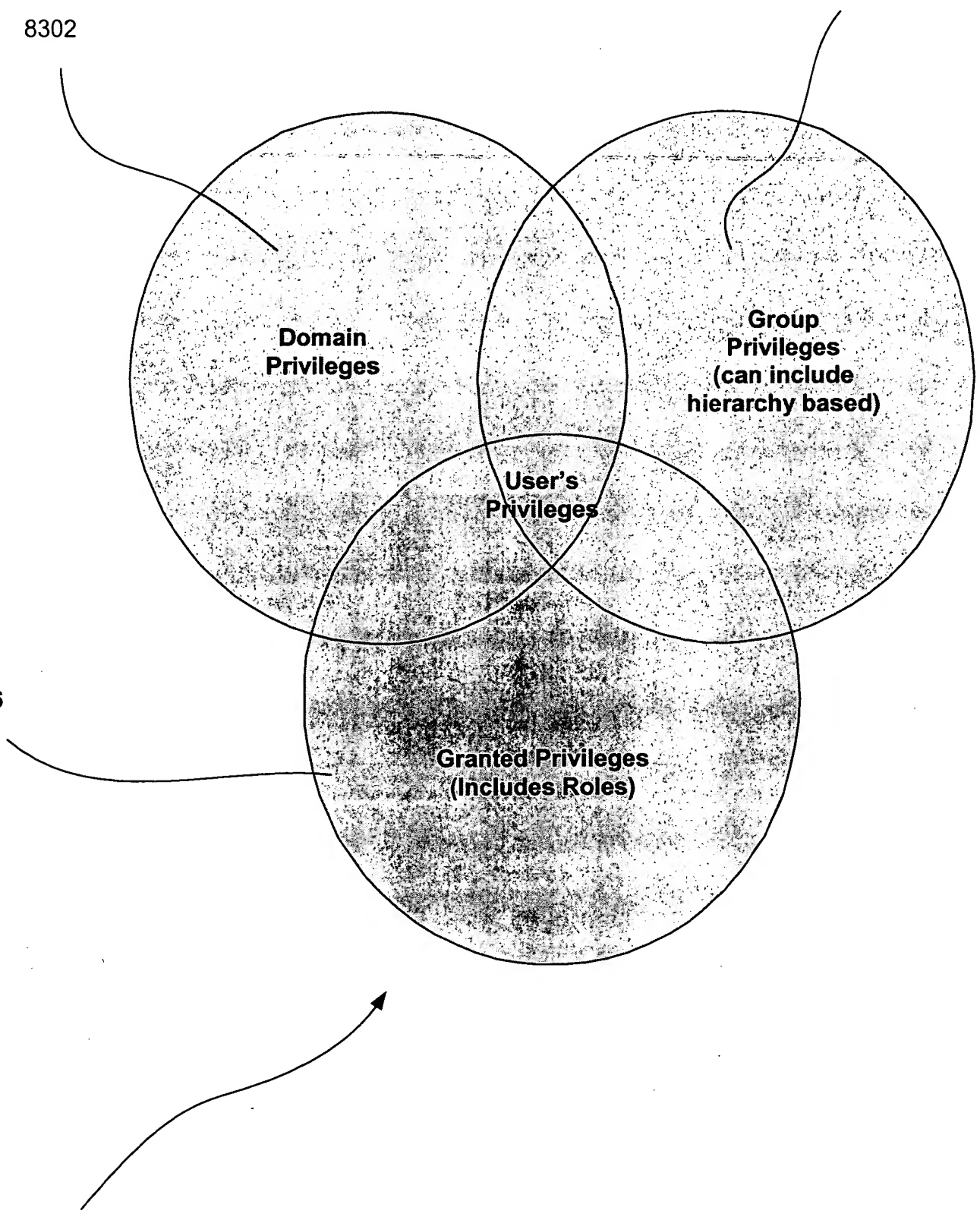
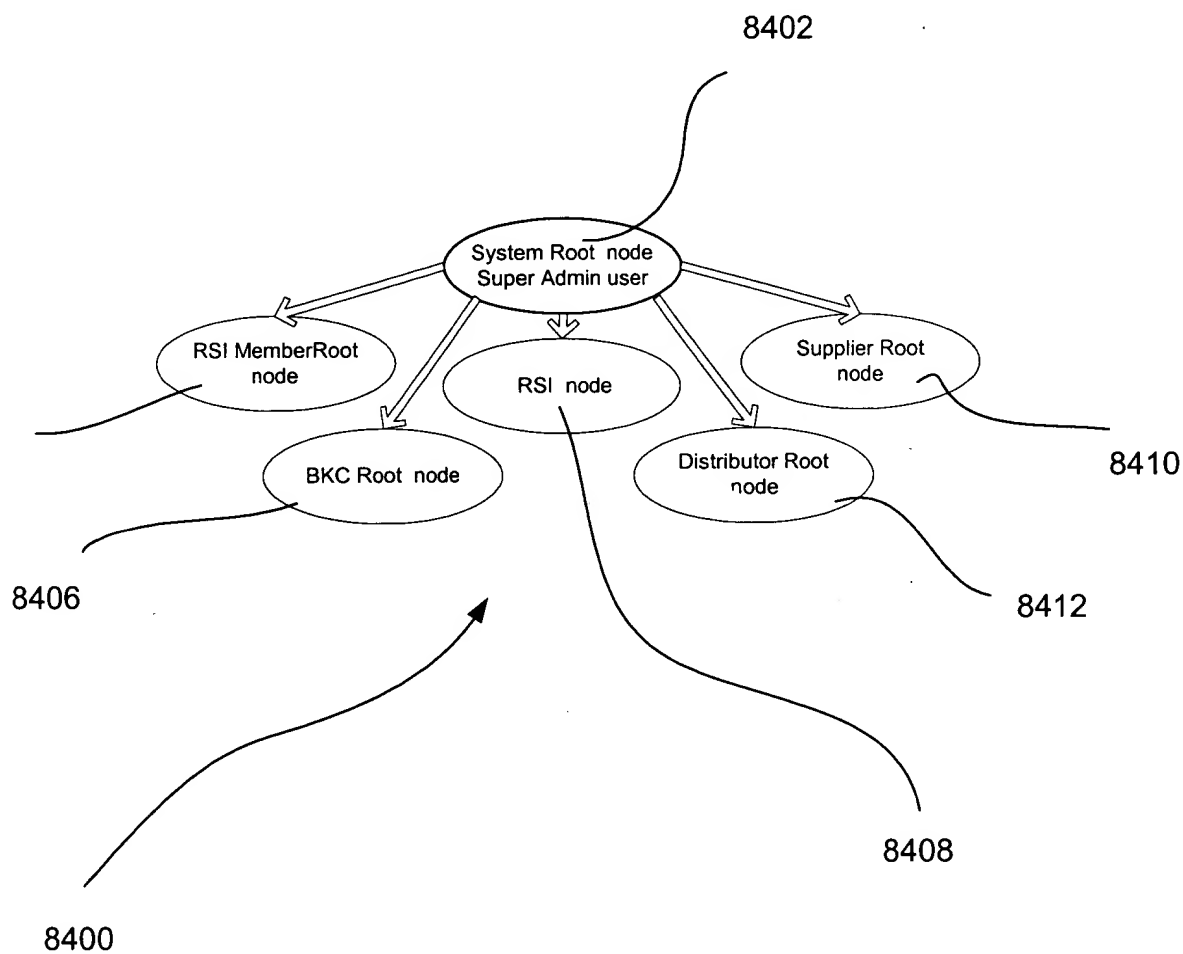
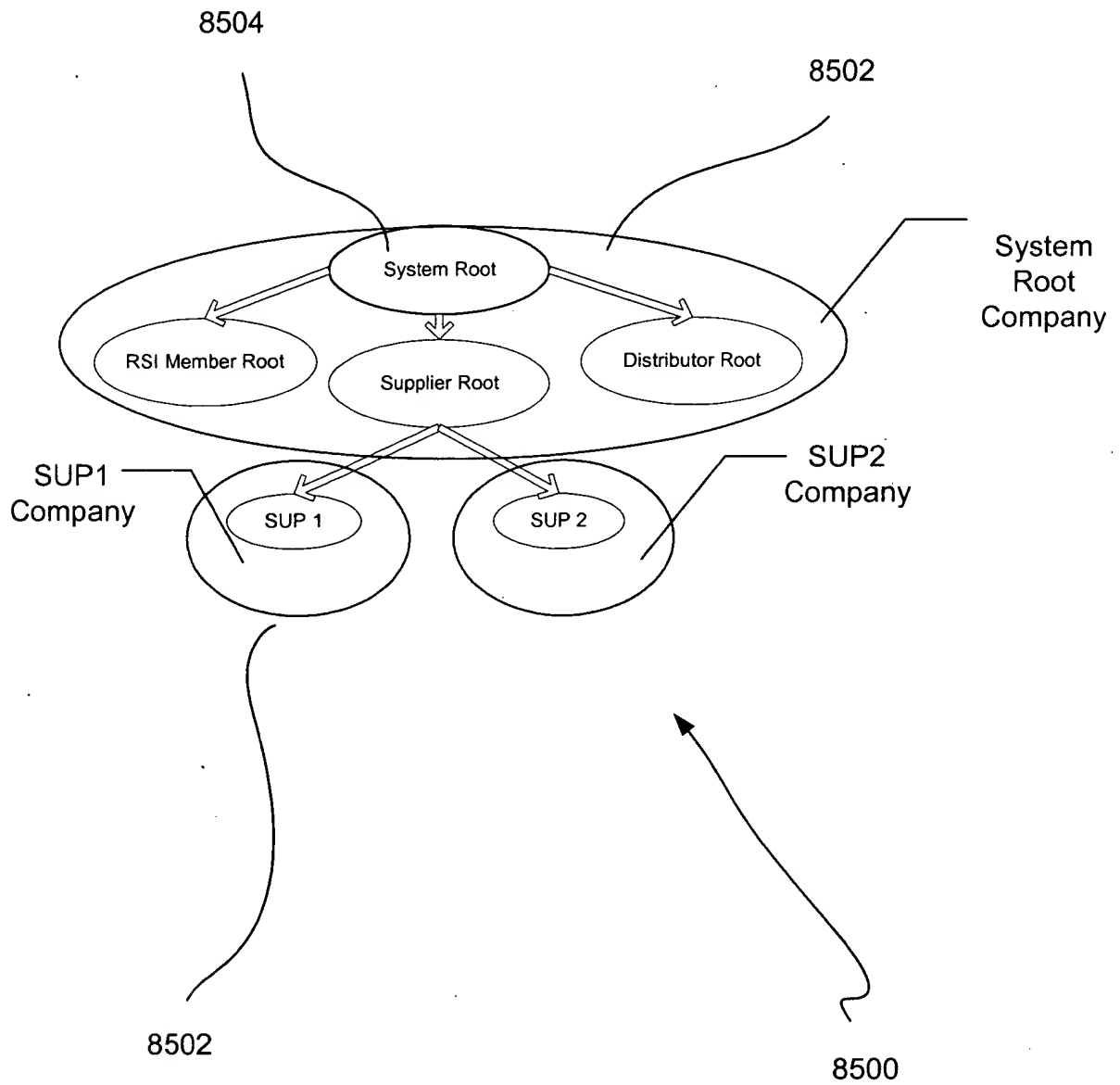


FIG. 84

8404



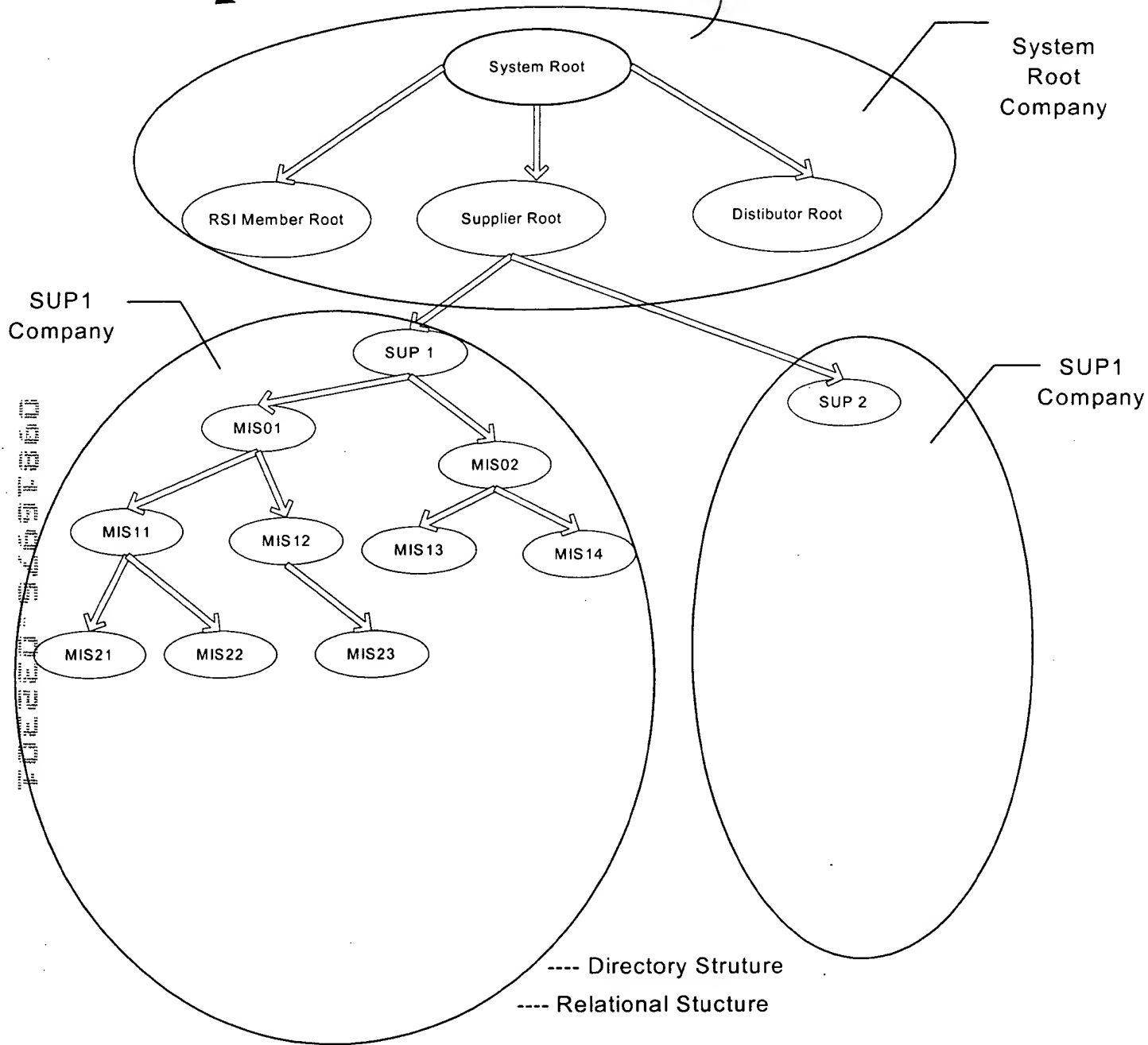
**Fig. 84**



**Fig. 85**

8600

8602



**Fig. 86**

8700

## Group Hierarchy Management: Data Flow

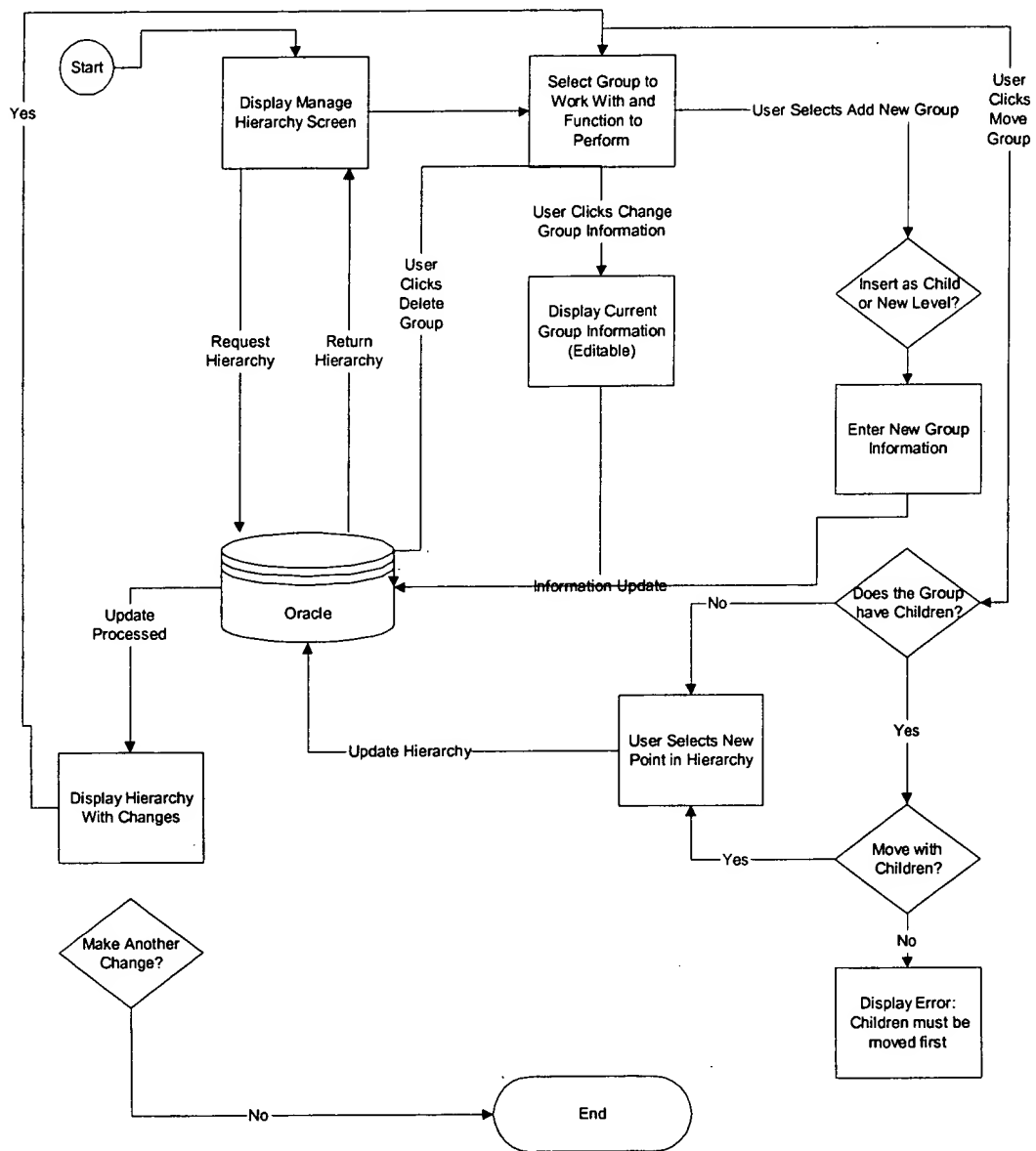


Fig. 87

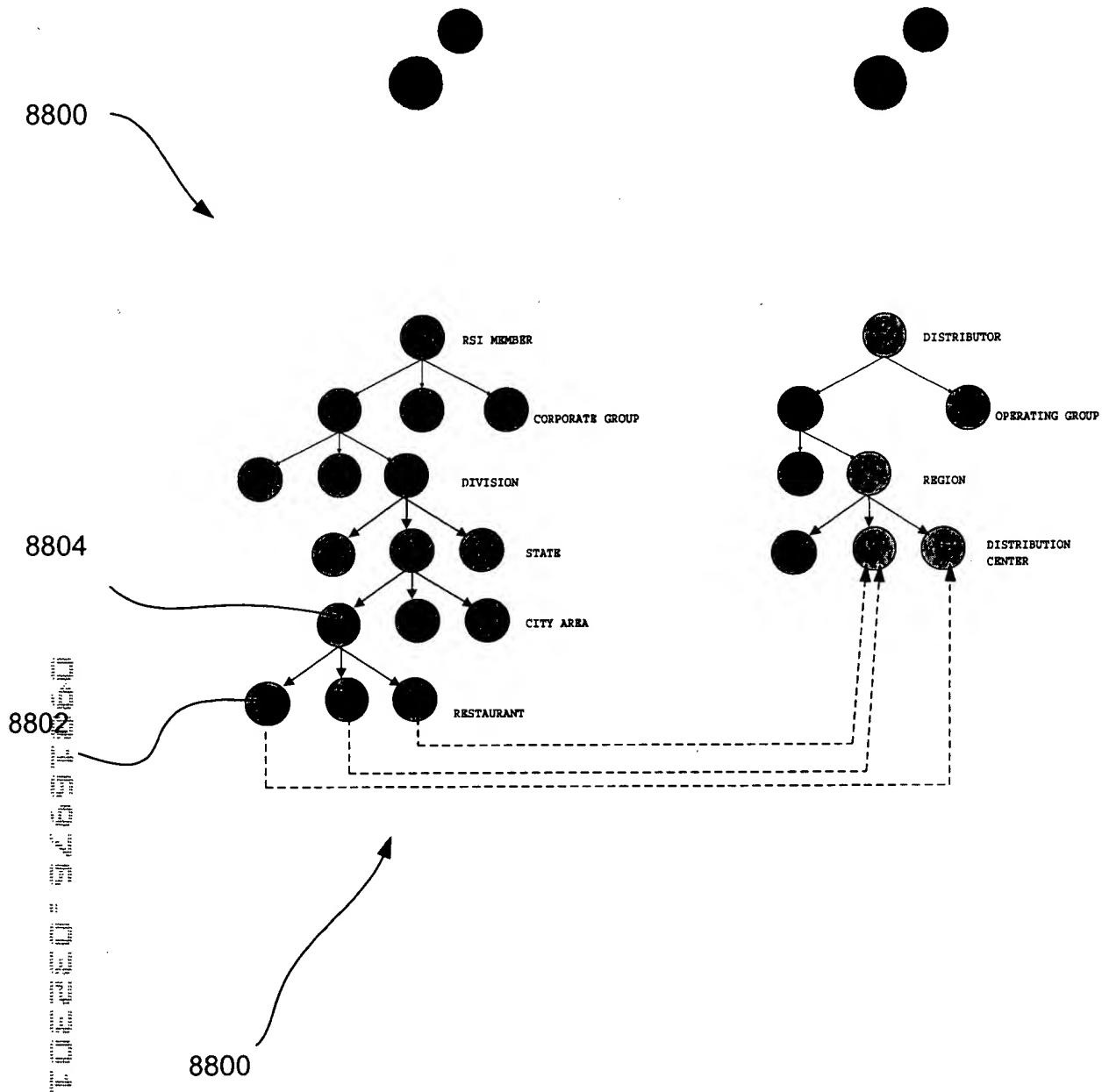


Fig. 88



8902



FIG. 89

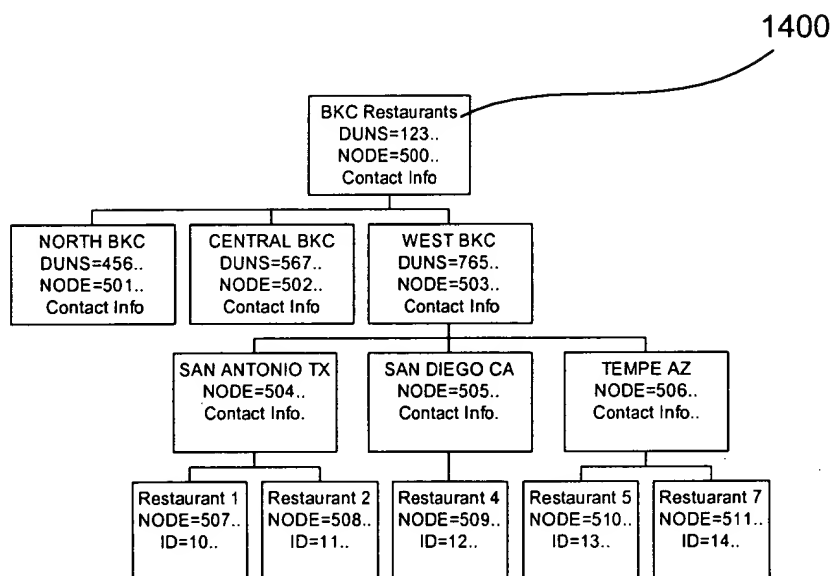


Fig. 89

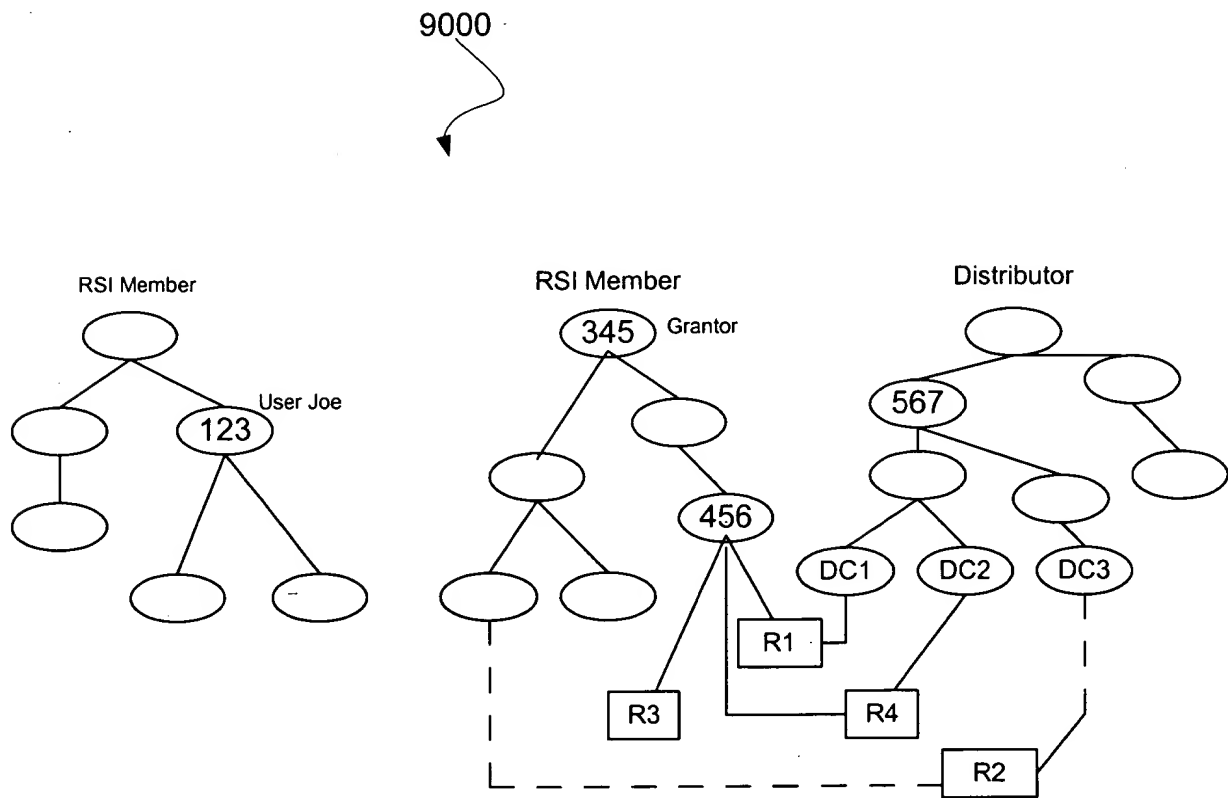


FIG. 90

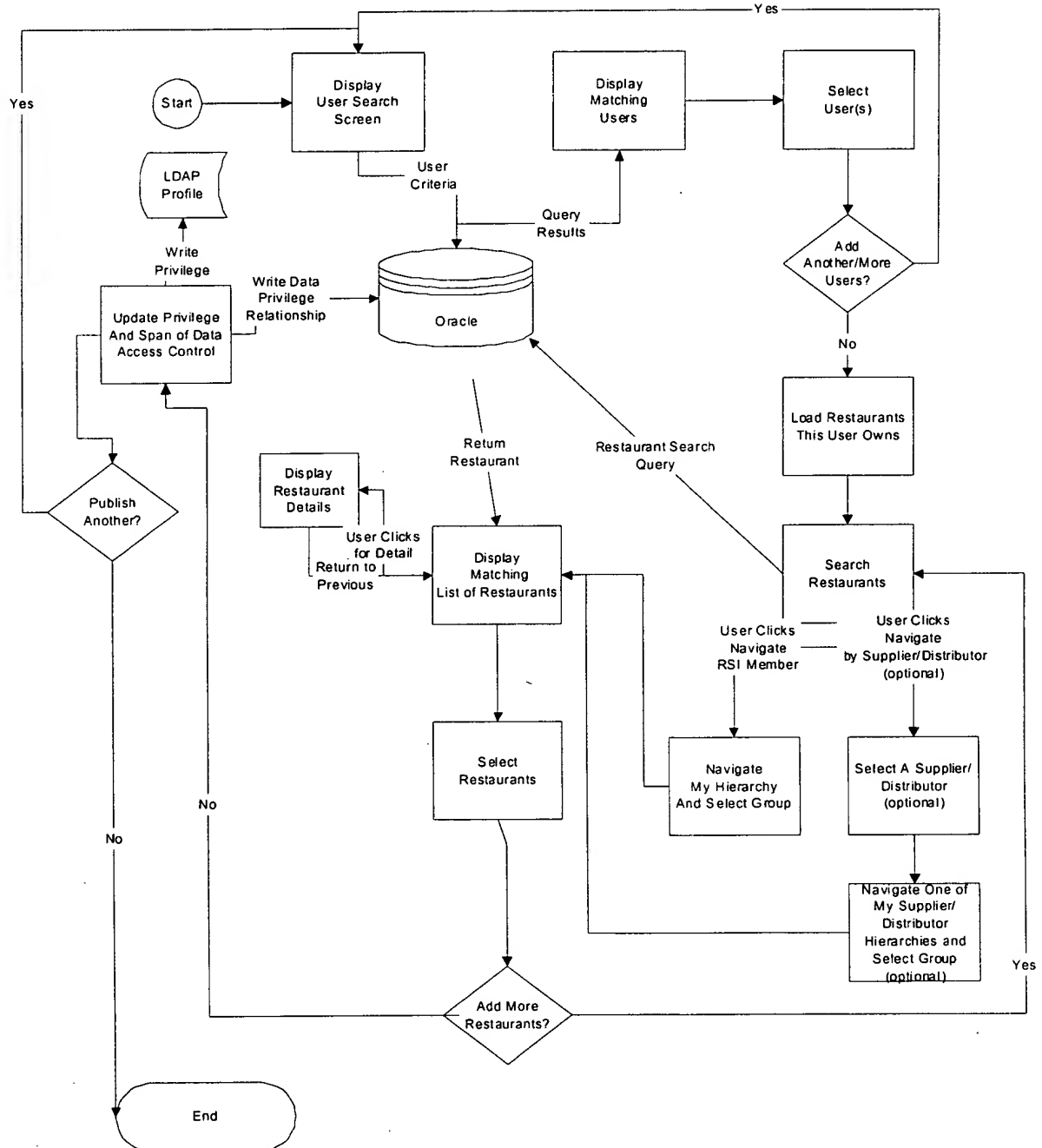
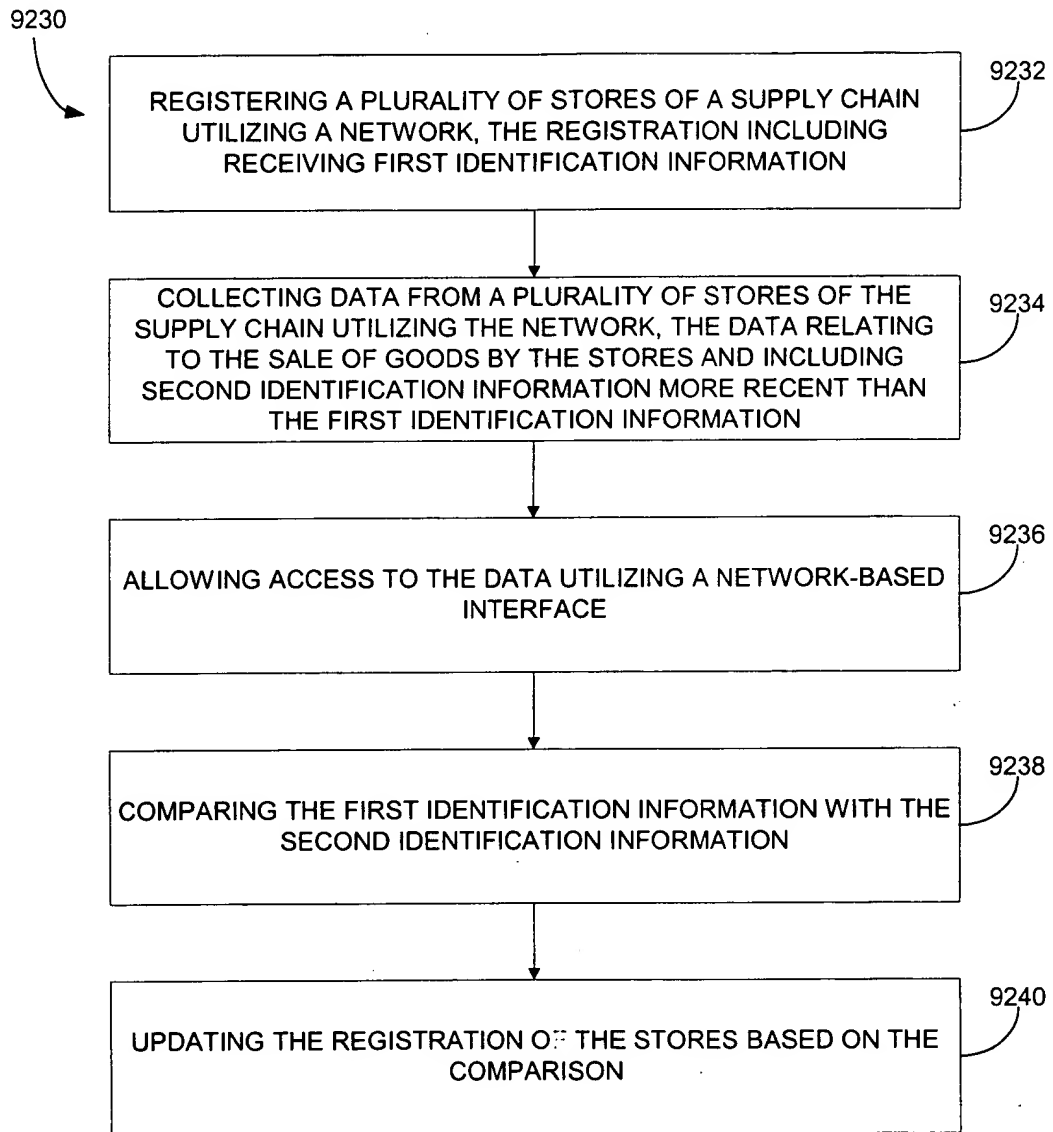
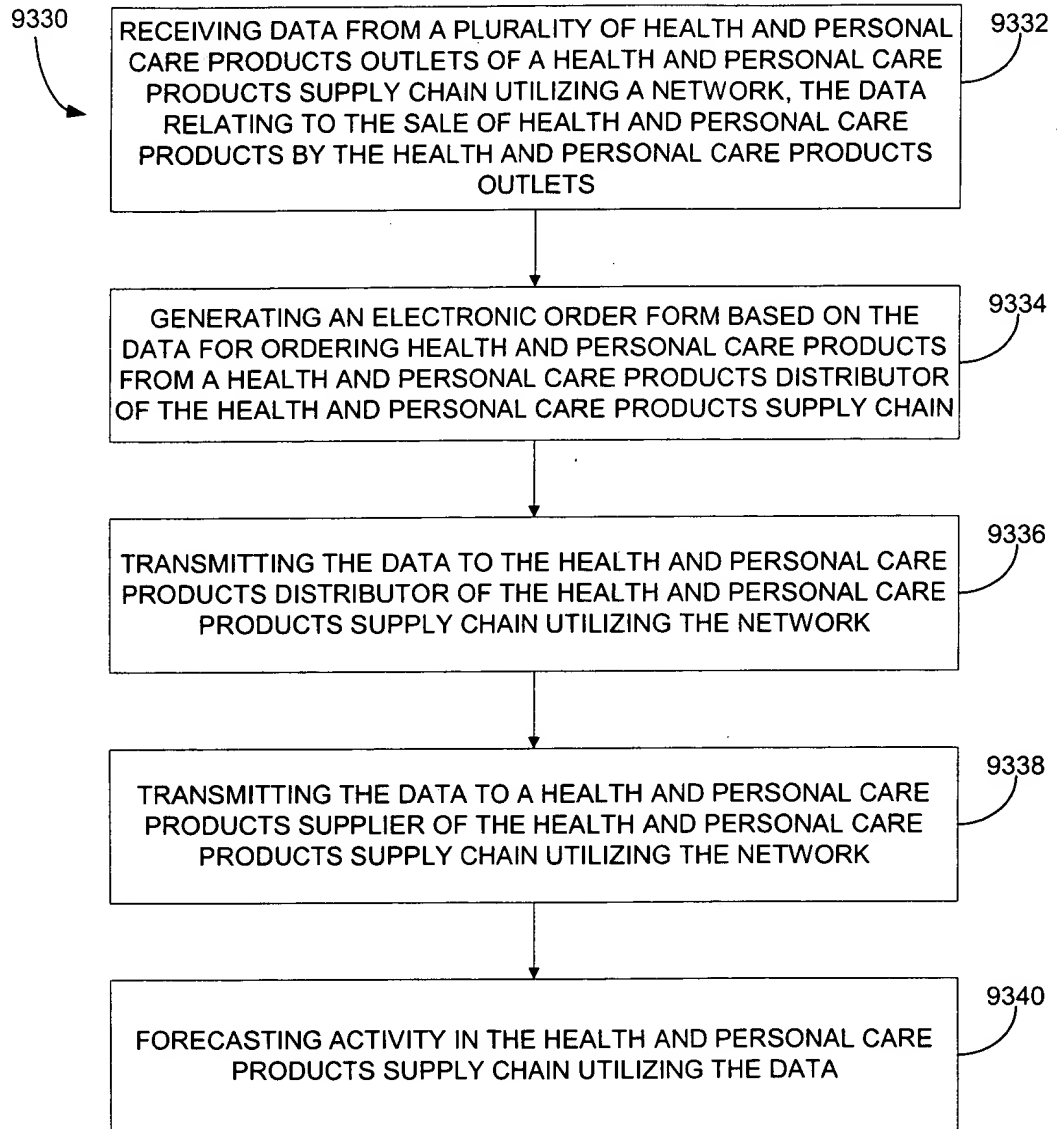


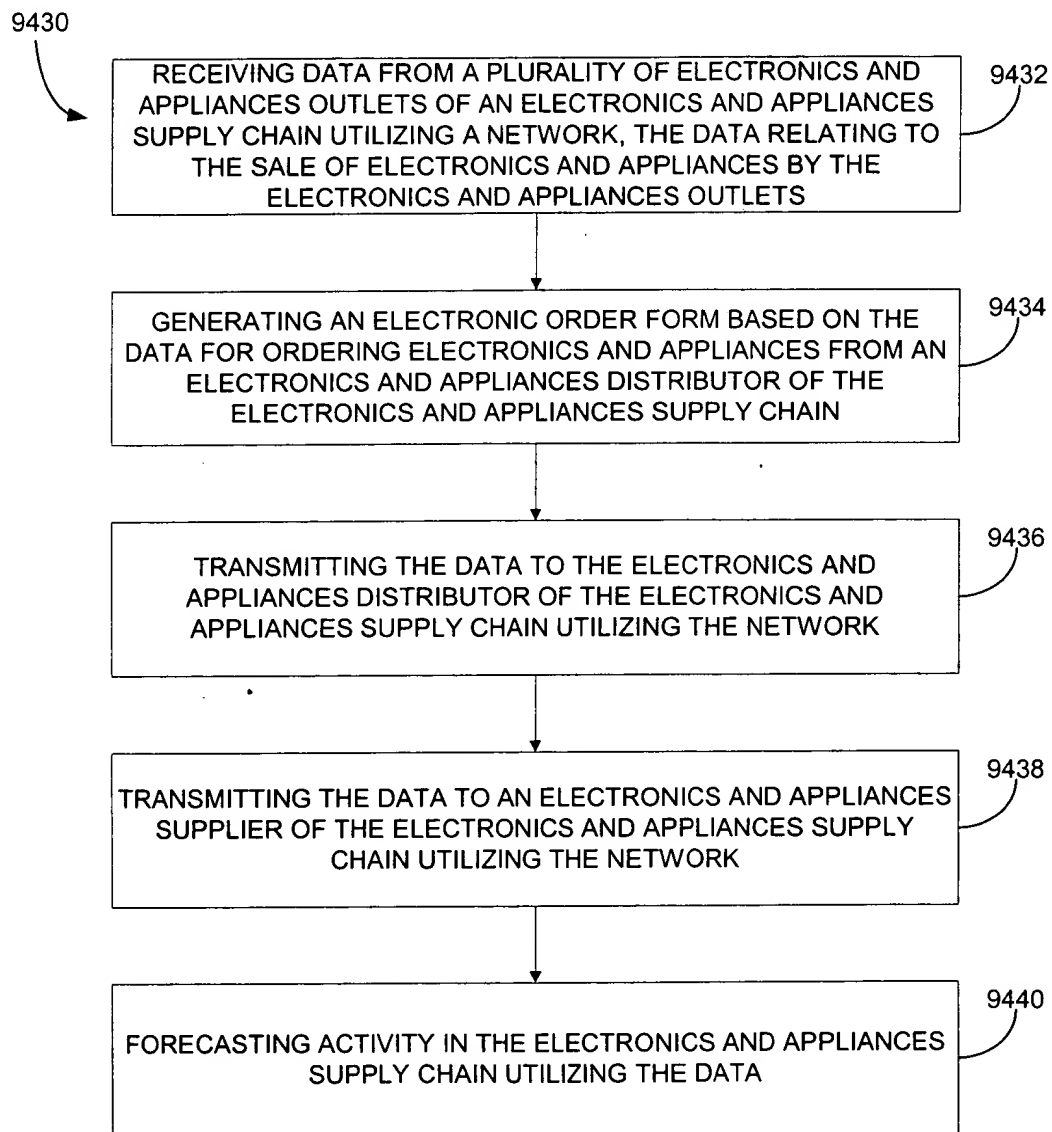
Fig. 91



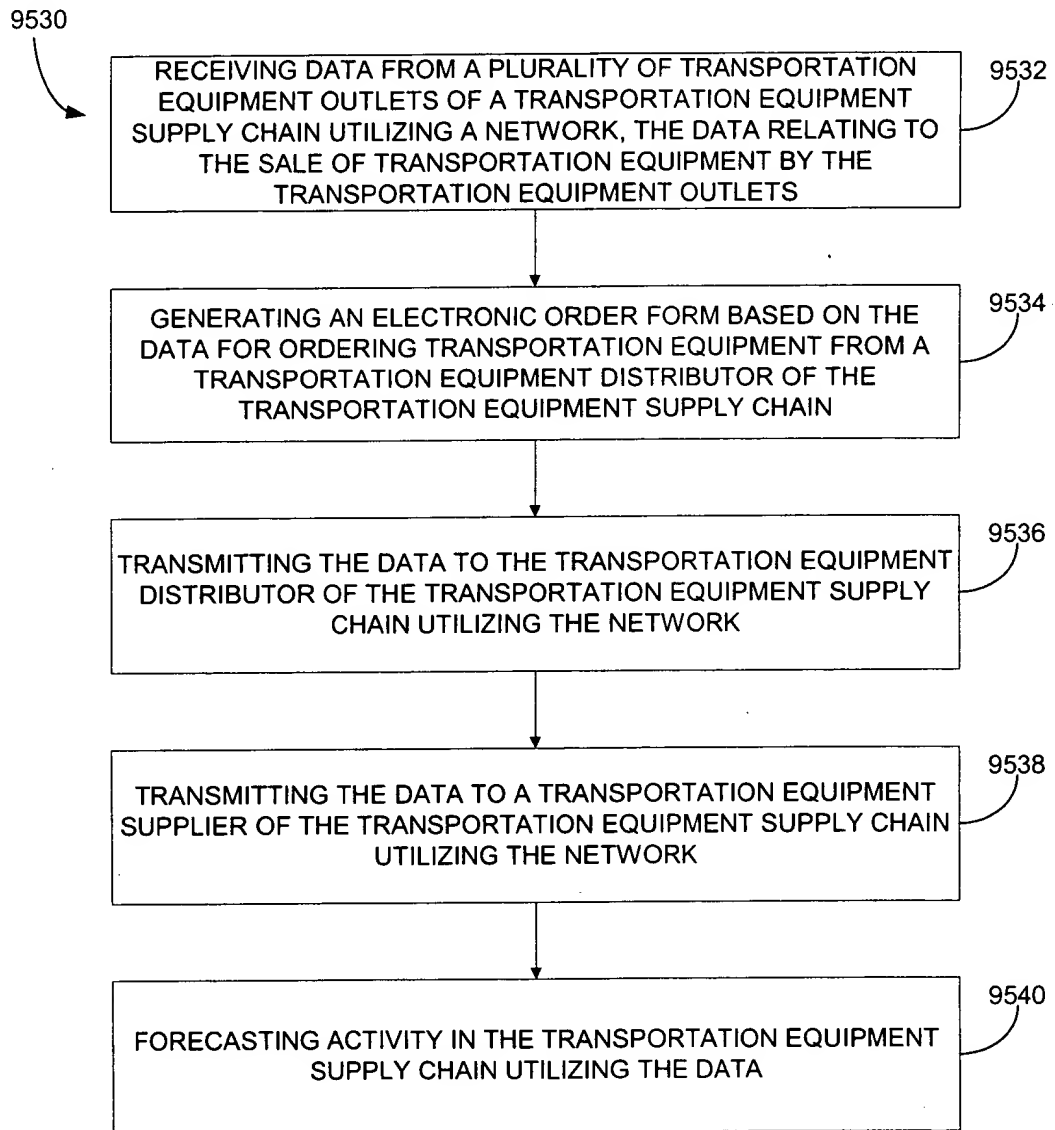
**FIG. 92**



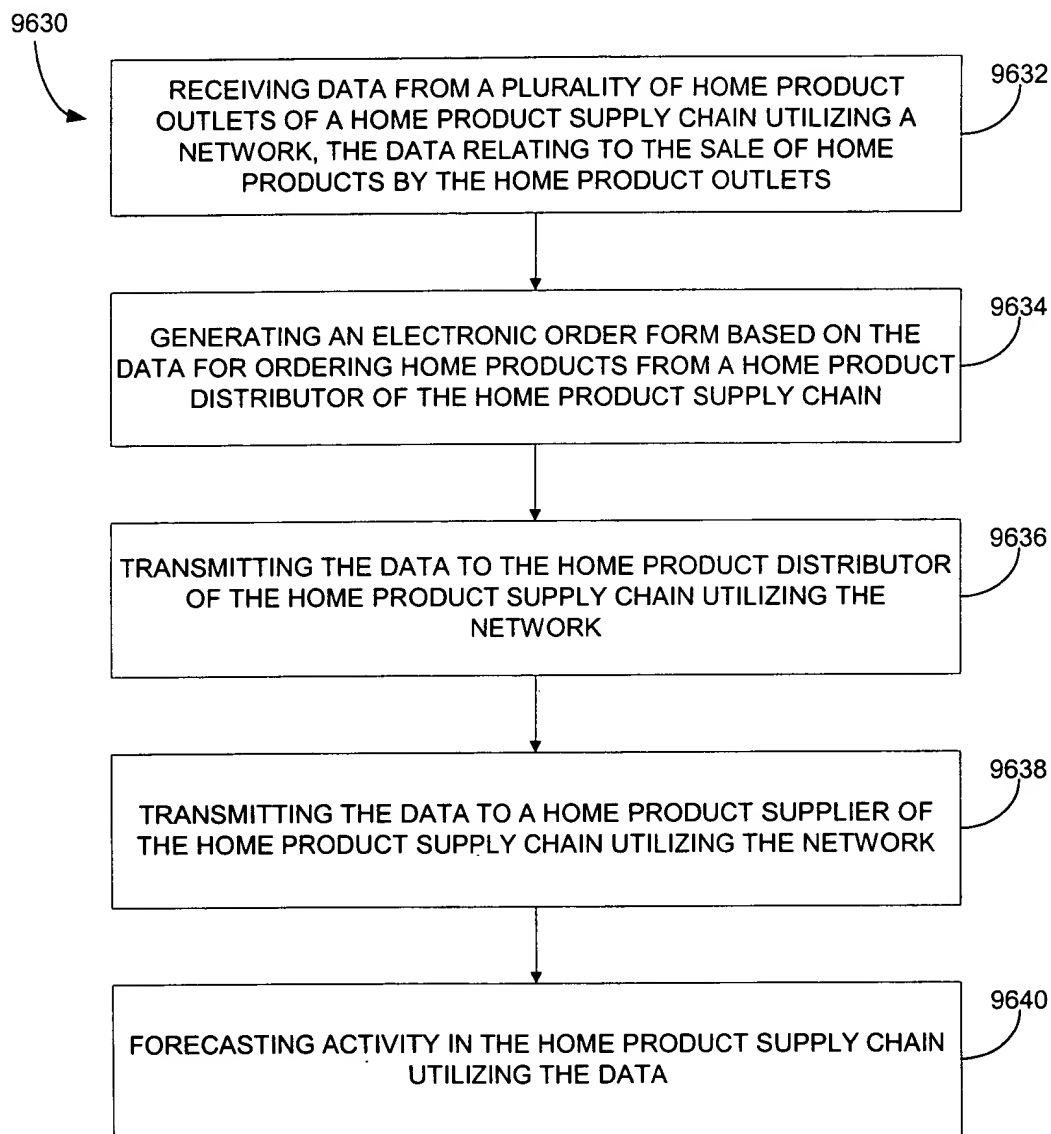
**FIG. 93**



**FIG. 94**



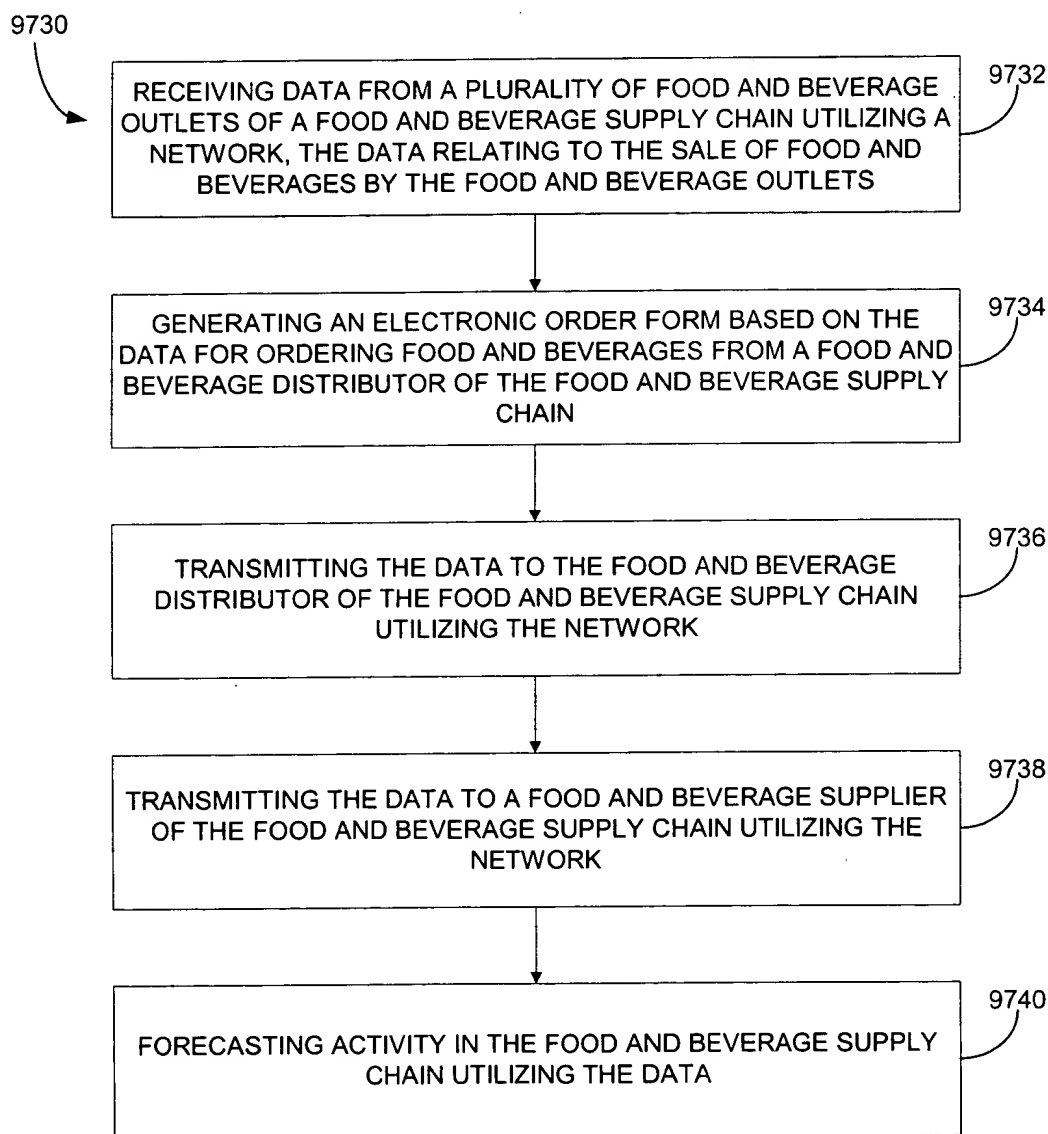
**FIG. 95**



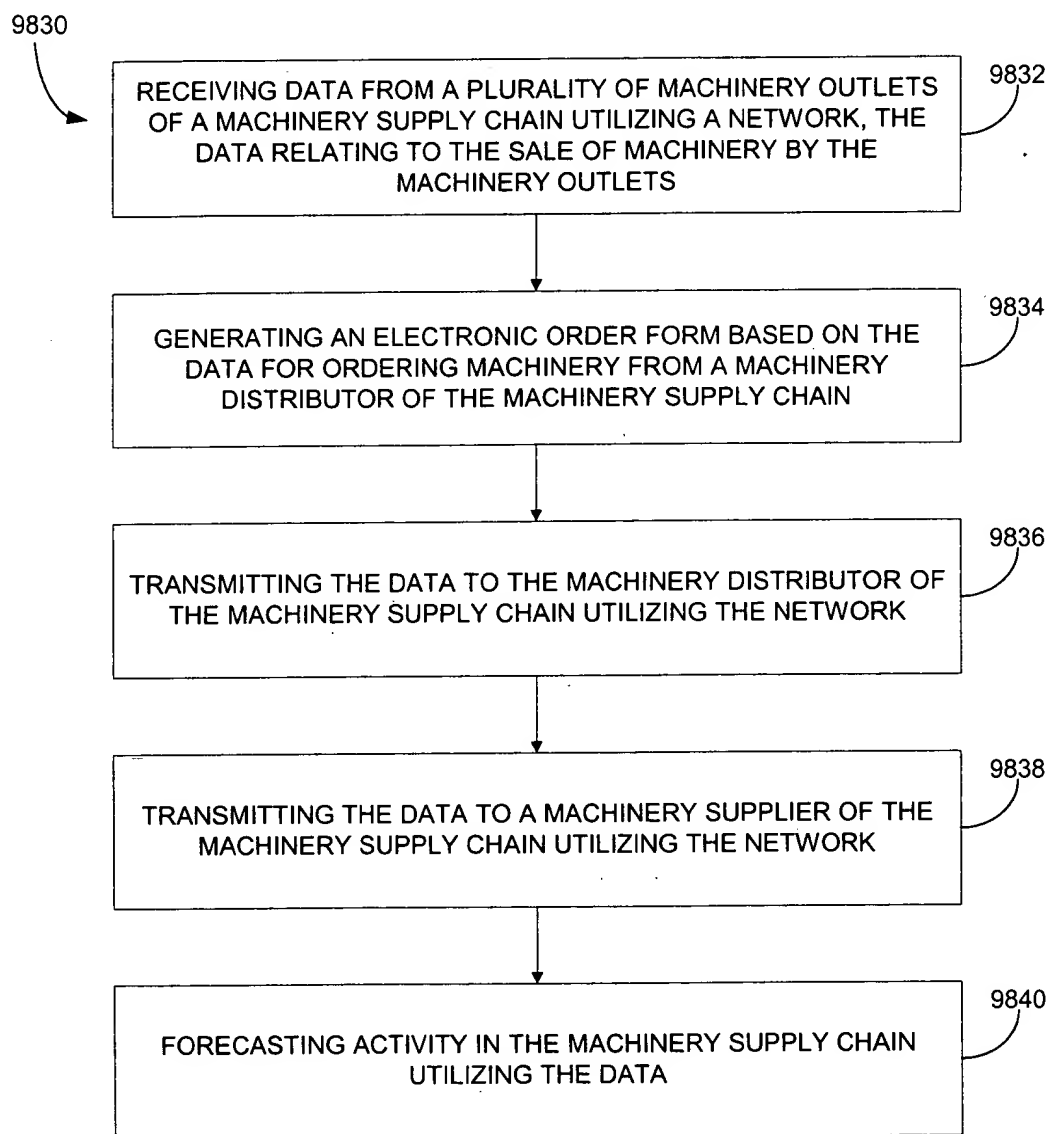
**FIG. 96**



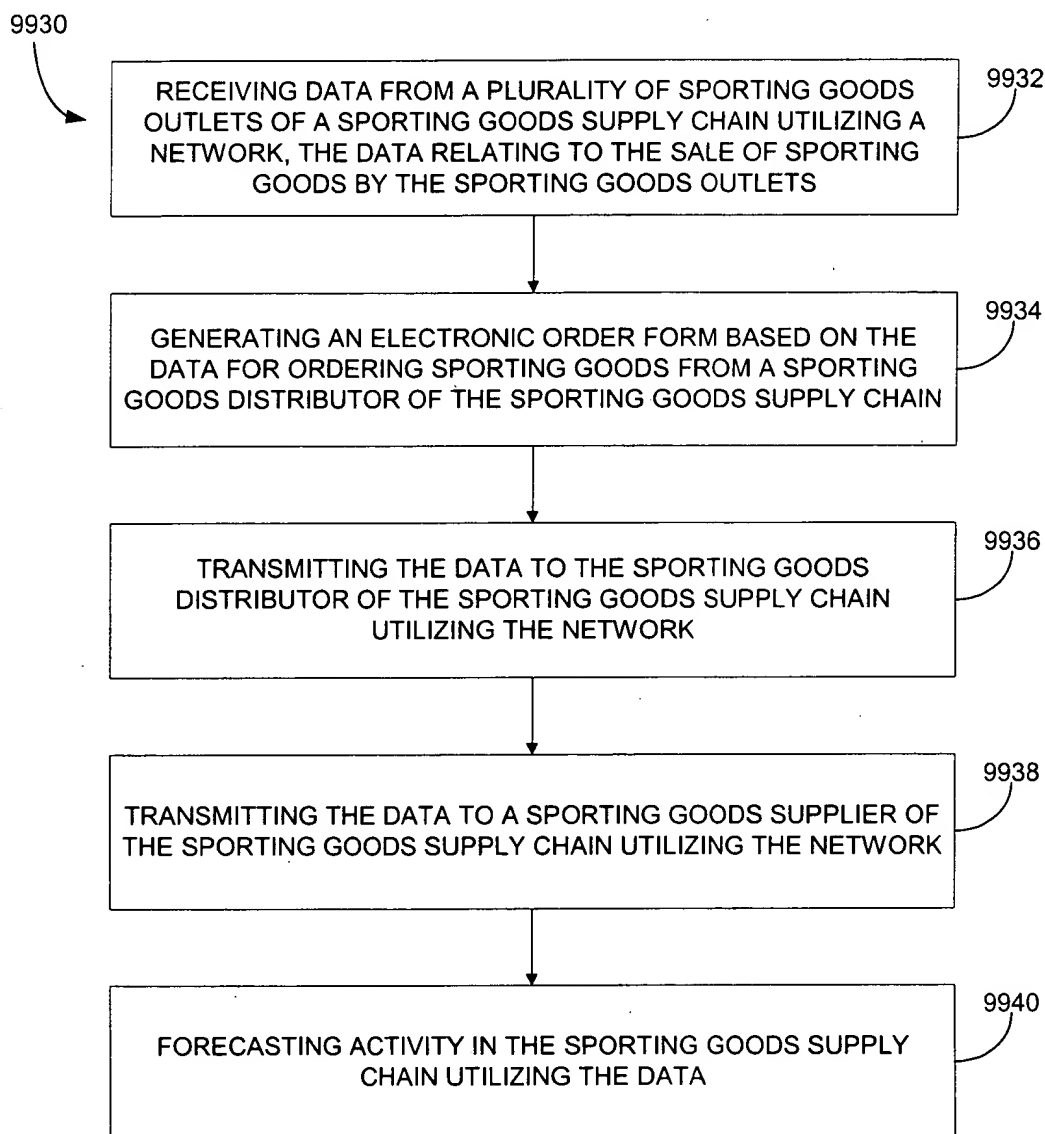
FIG. 97



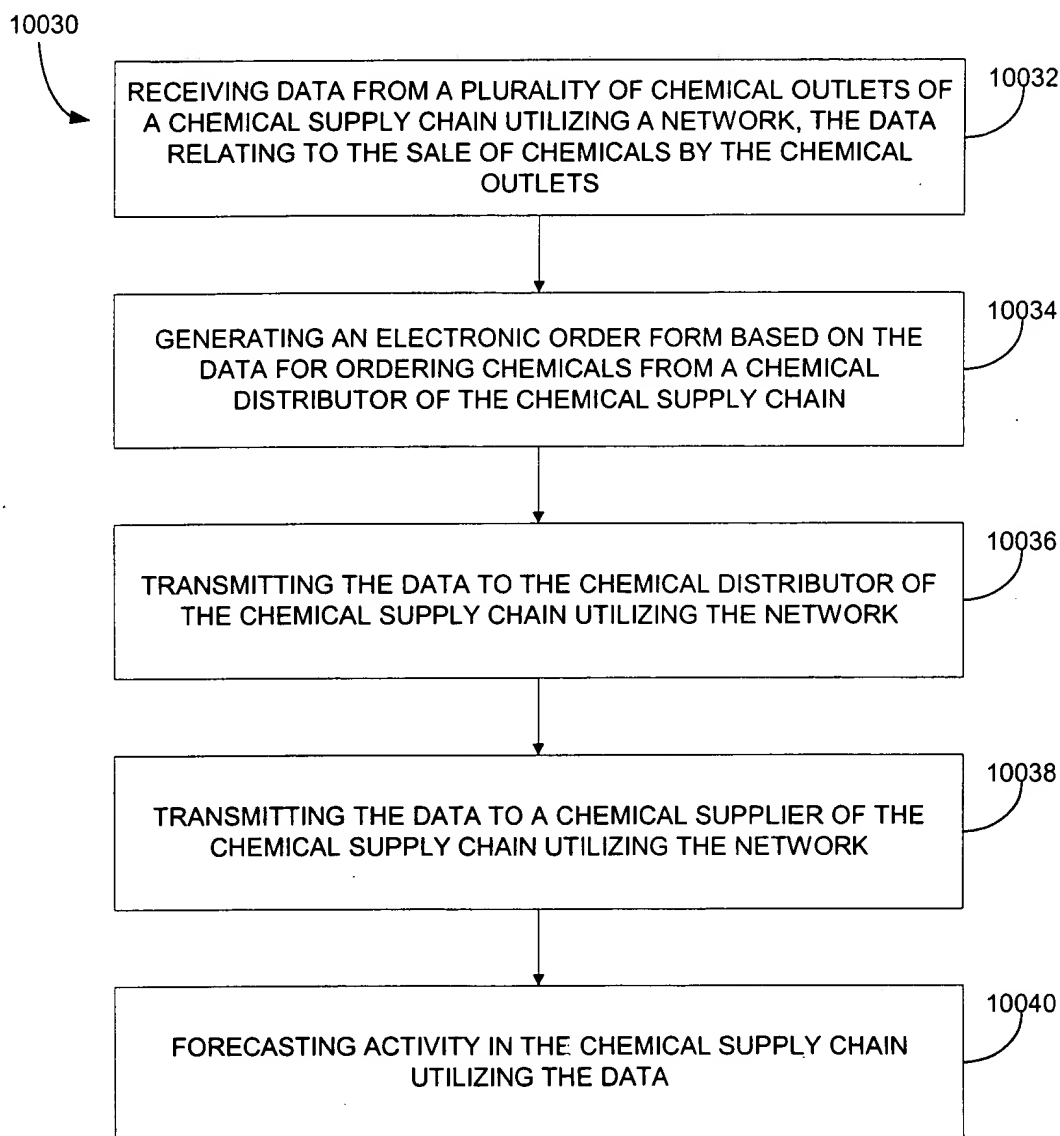
**FIG. 97**



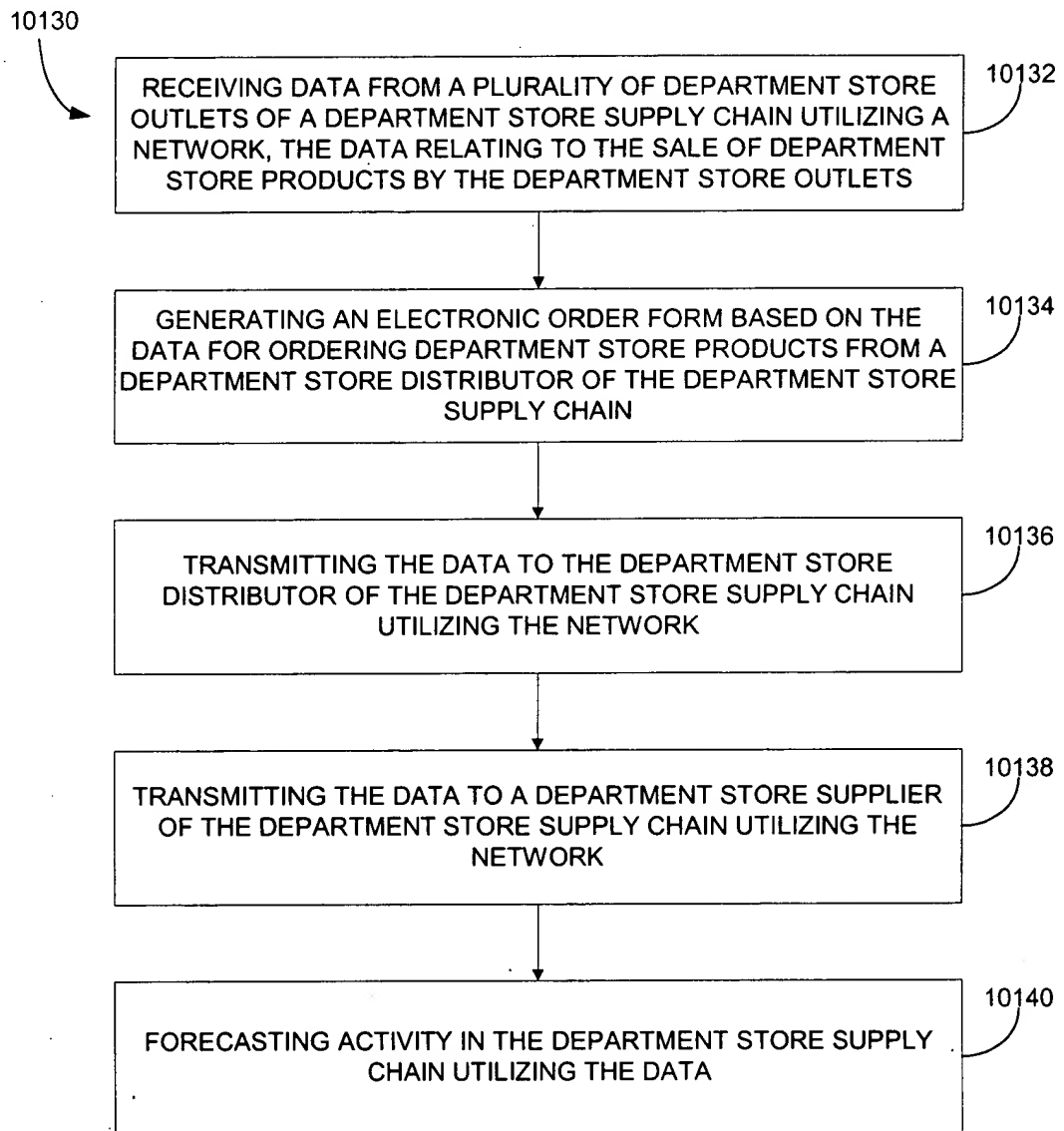
**FIG. 98**



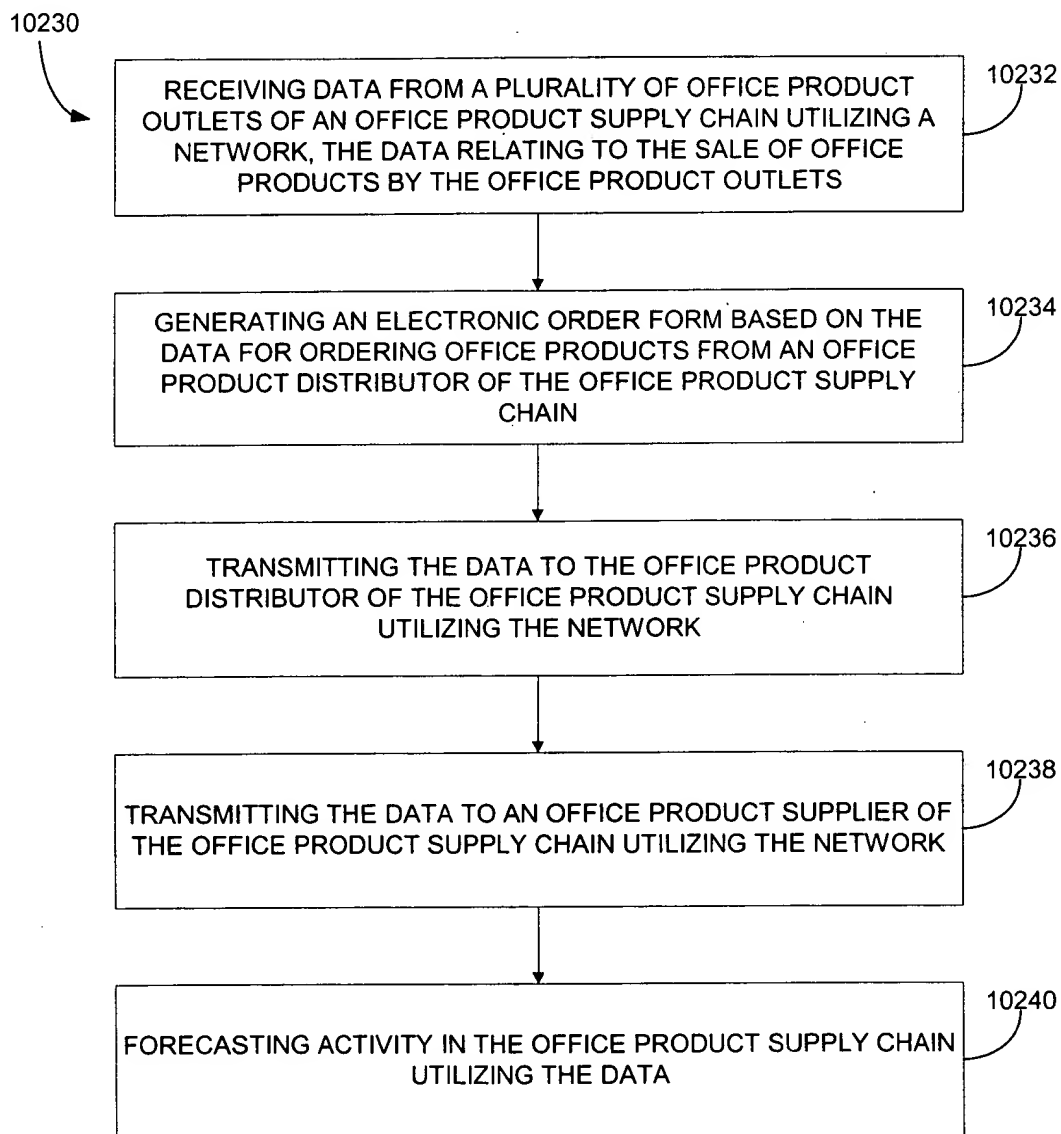
**FIG. 99**



**FIG. 100**

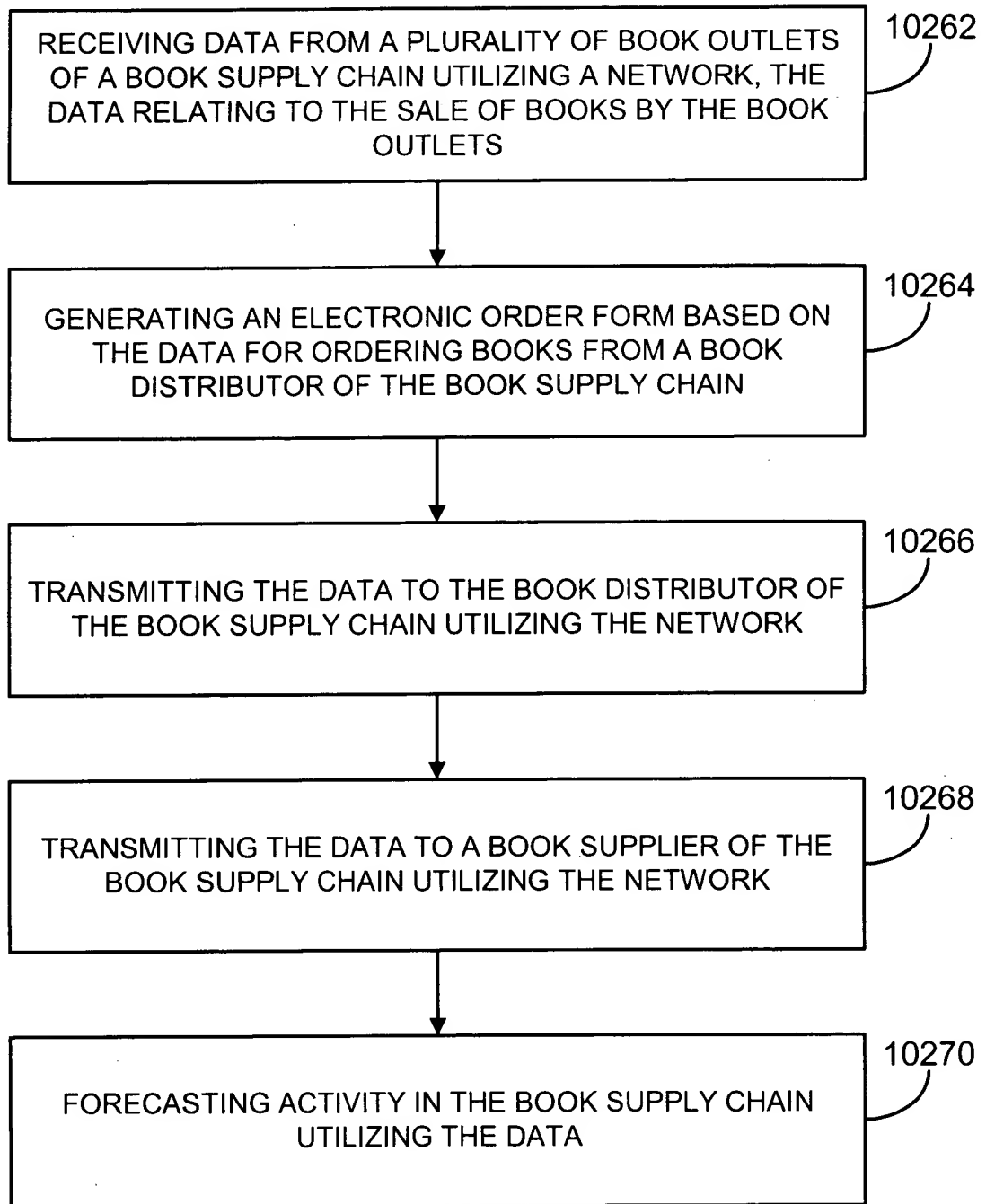


**FIG. 101**

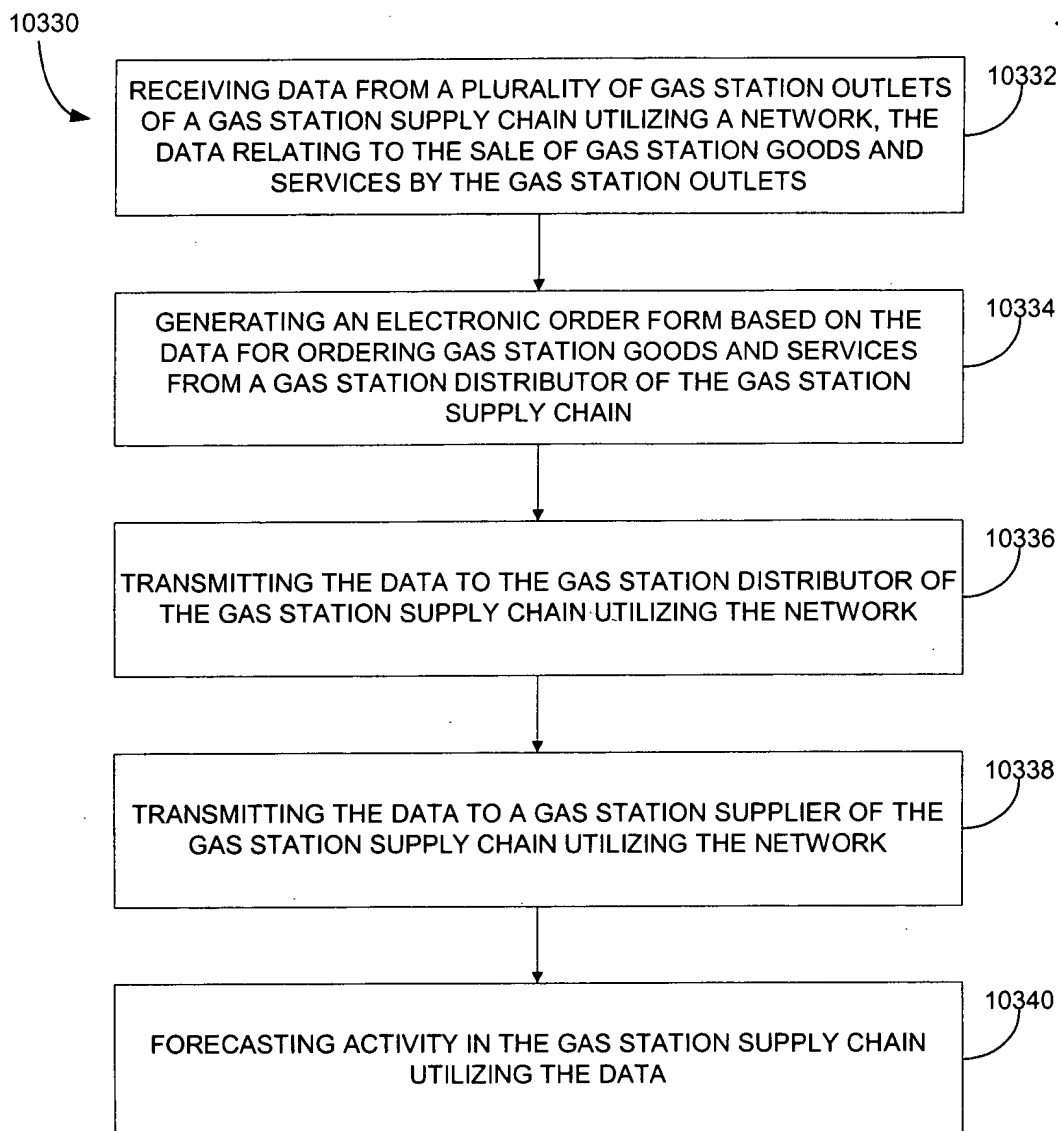


**FIG. 102A**

10260

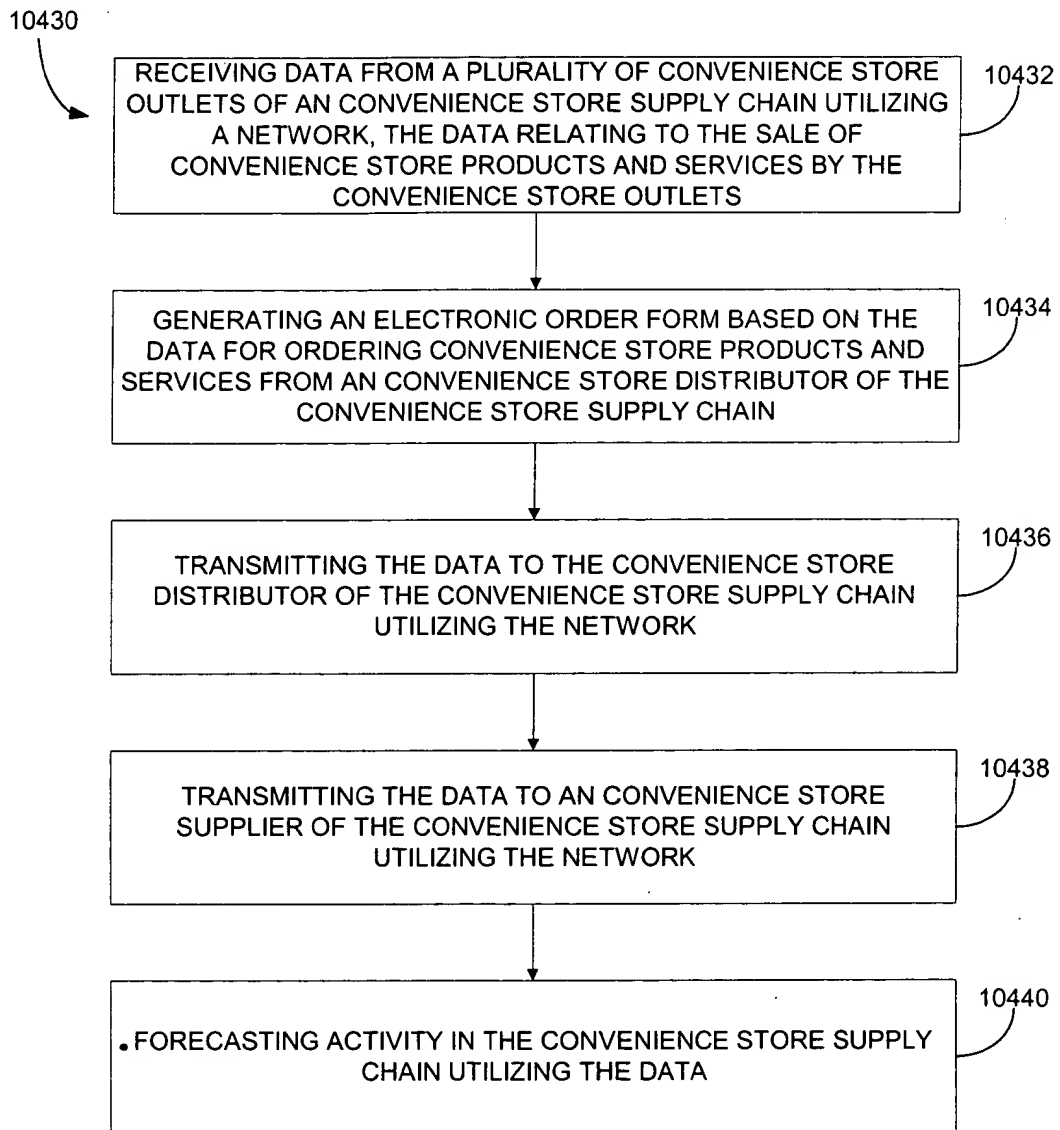


**FIG. 102B**



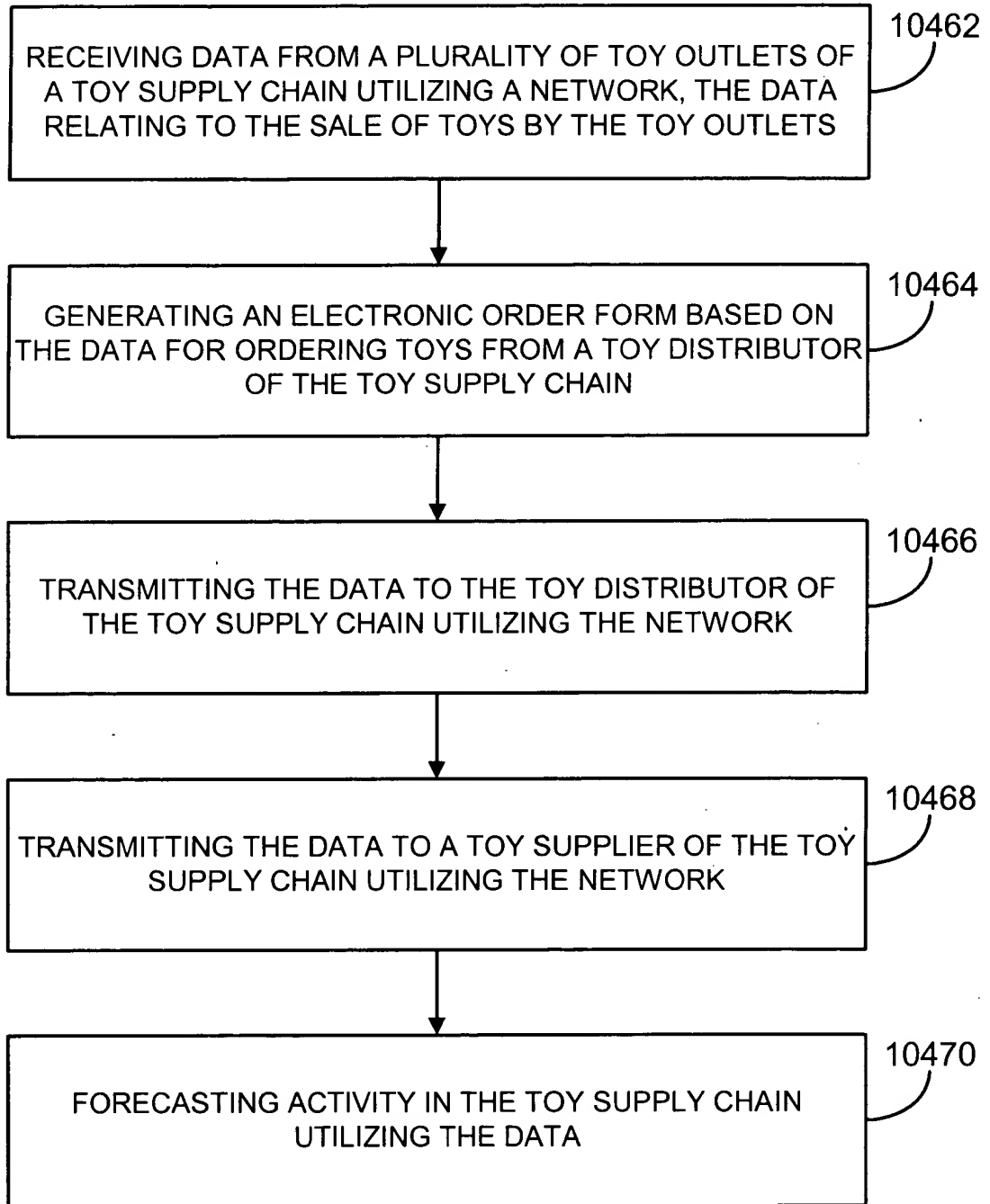
**FIG. 103**



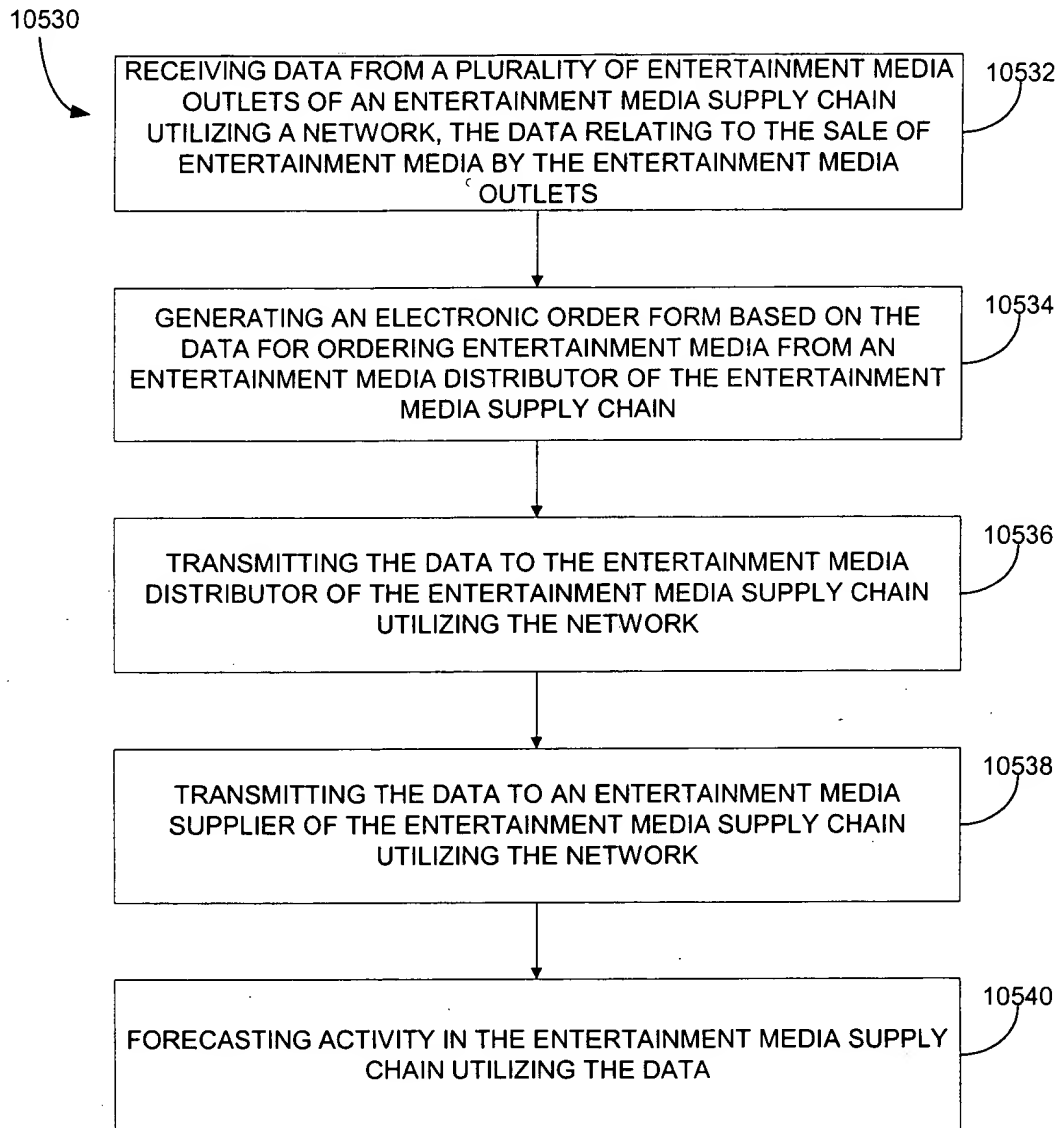


**FIG. 104A**

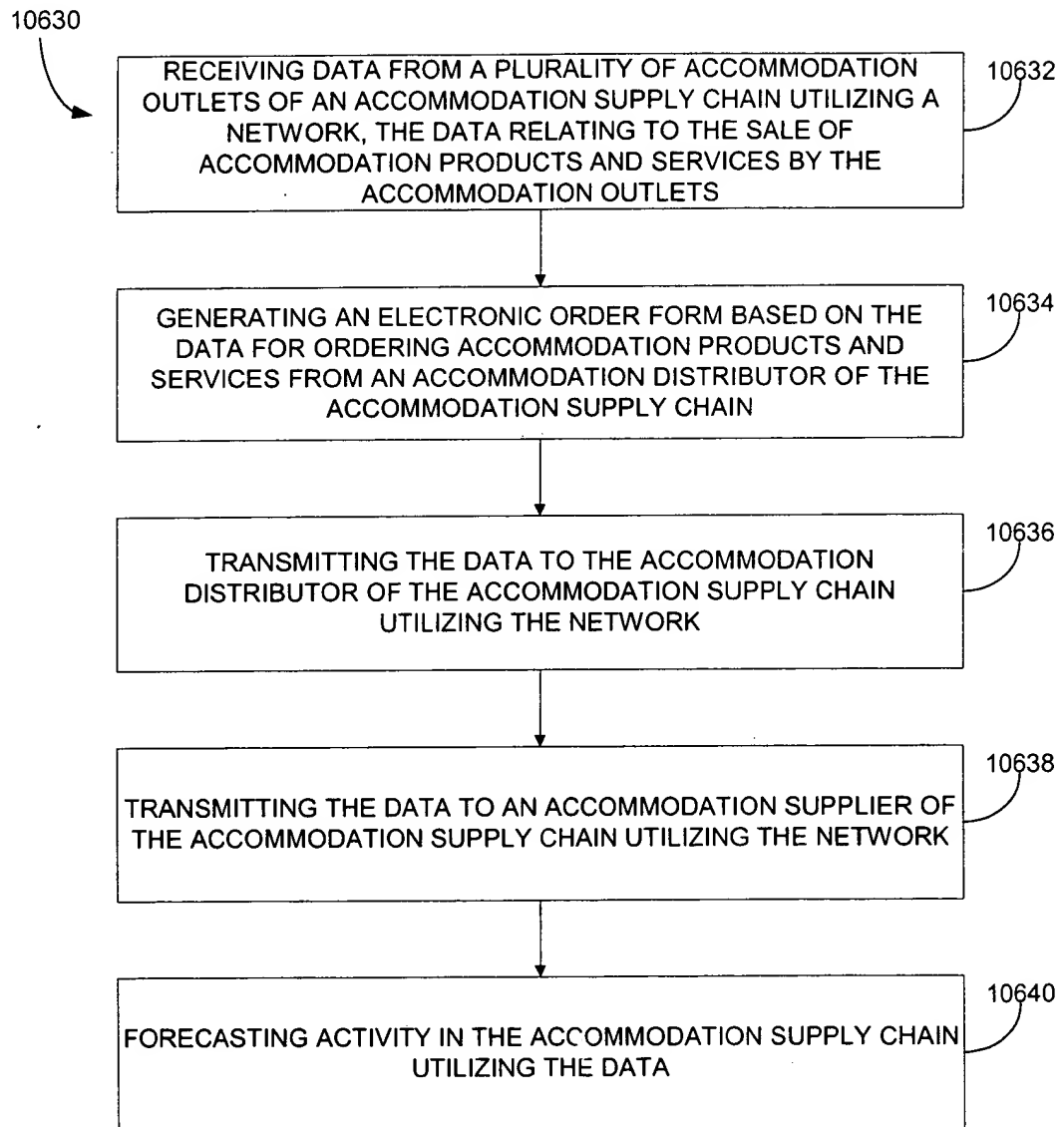
10460



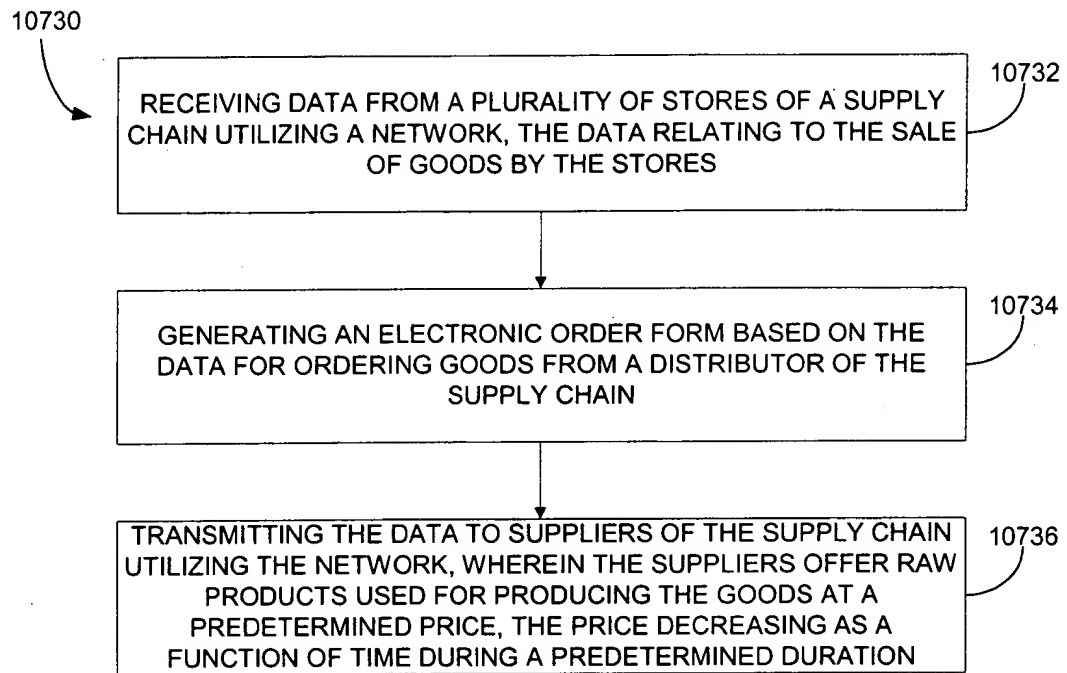
**FIG. 104B**



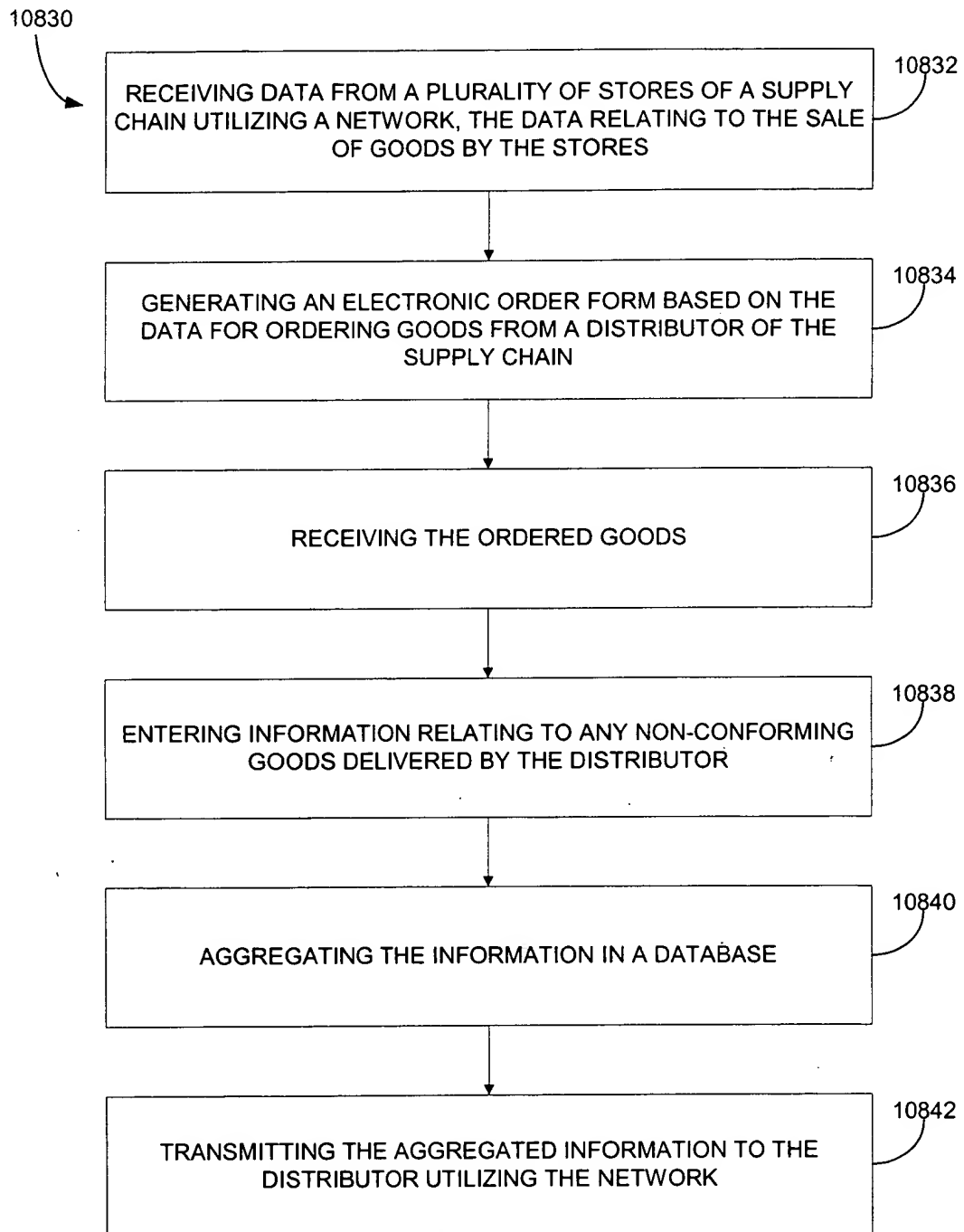
**FIG. 105**



**FIG. 106**

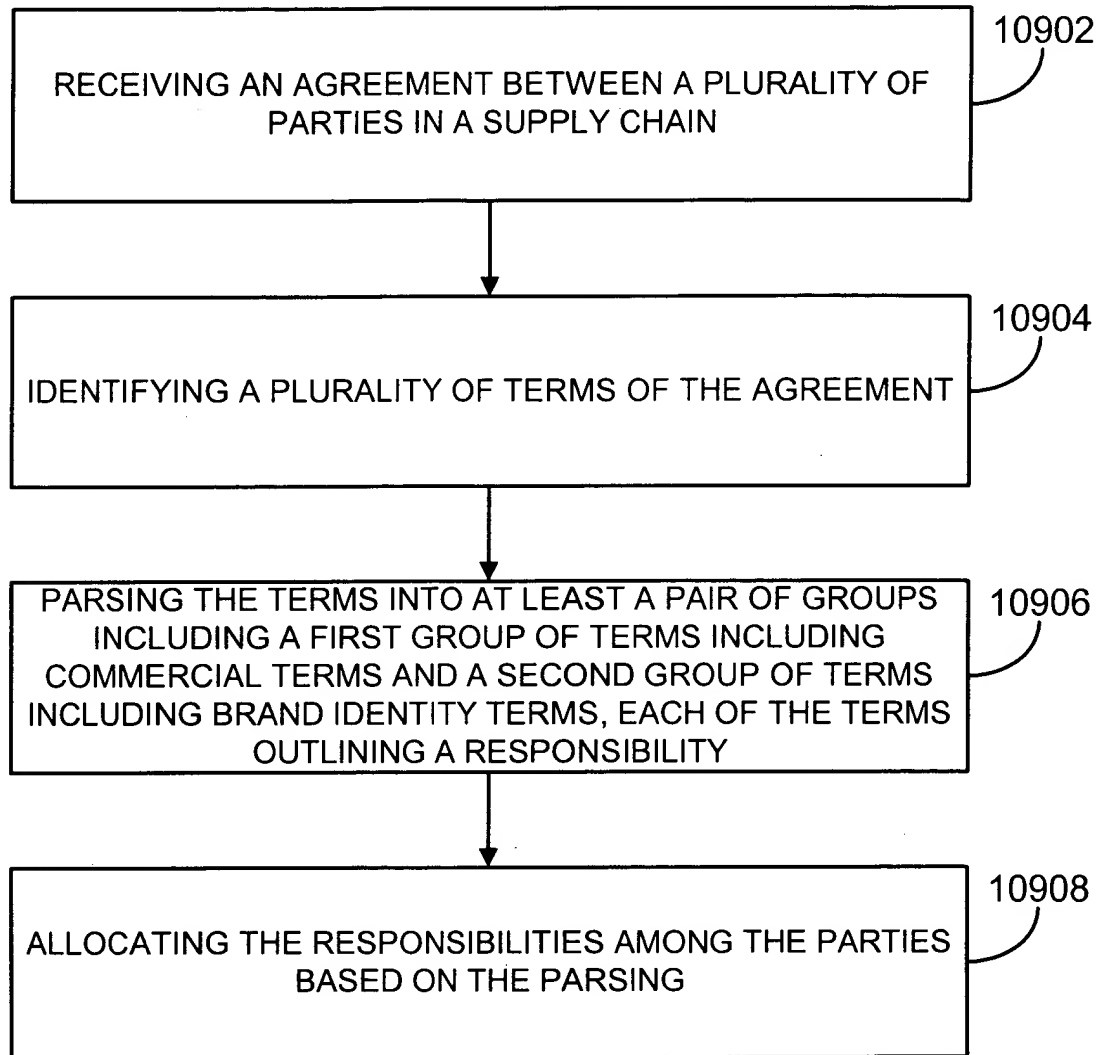


**FIG. 107**



**FIG. 108**

10900



**FIG. 109**

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

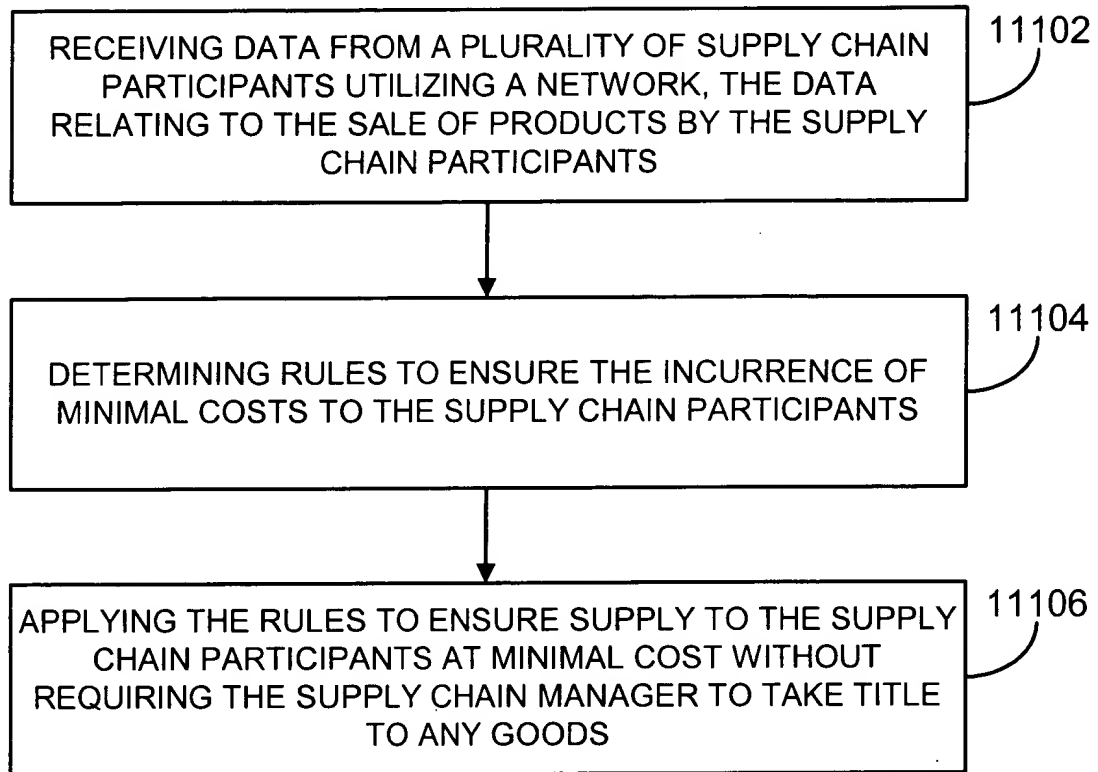
COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

**FIG. 110**

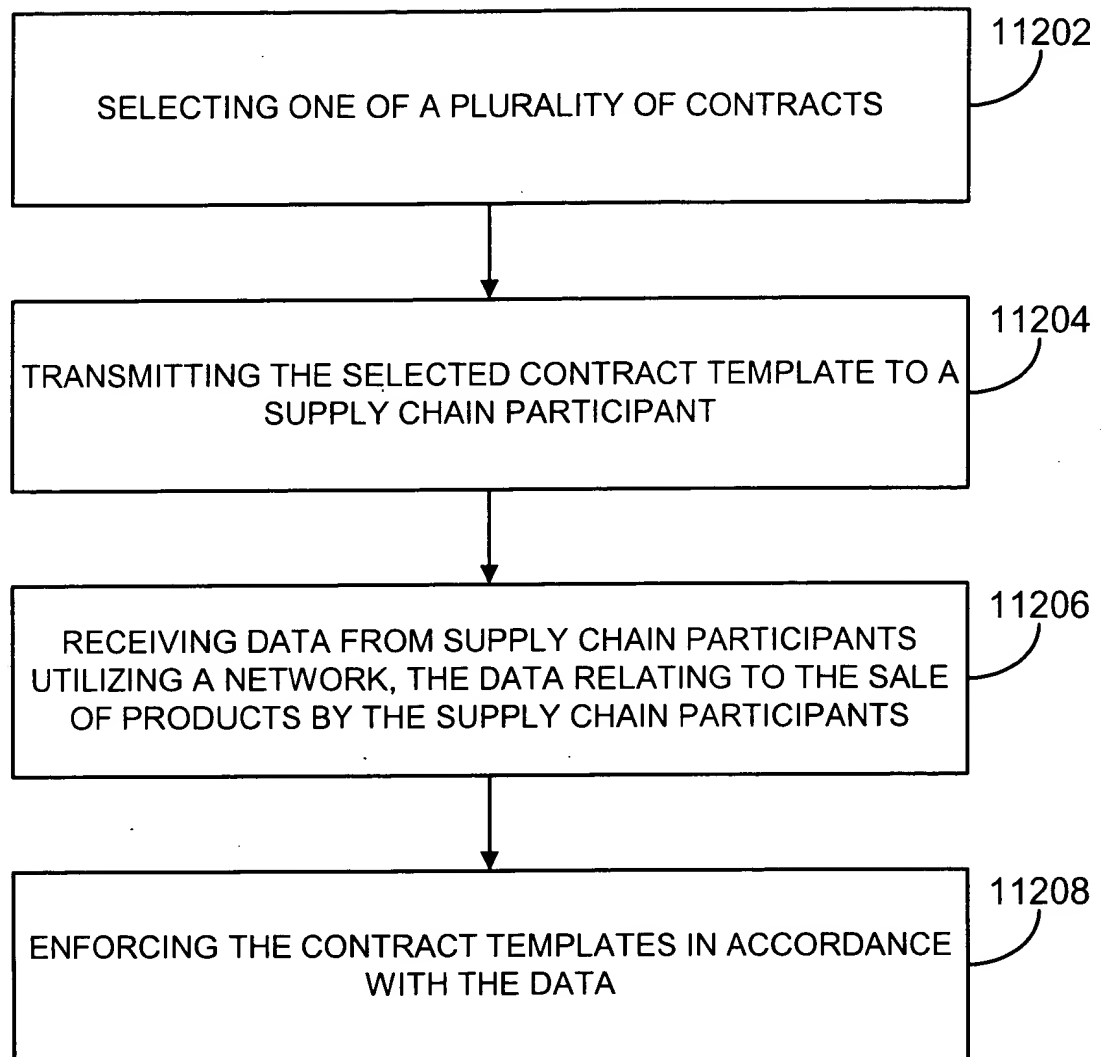


11100



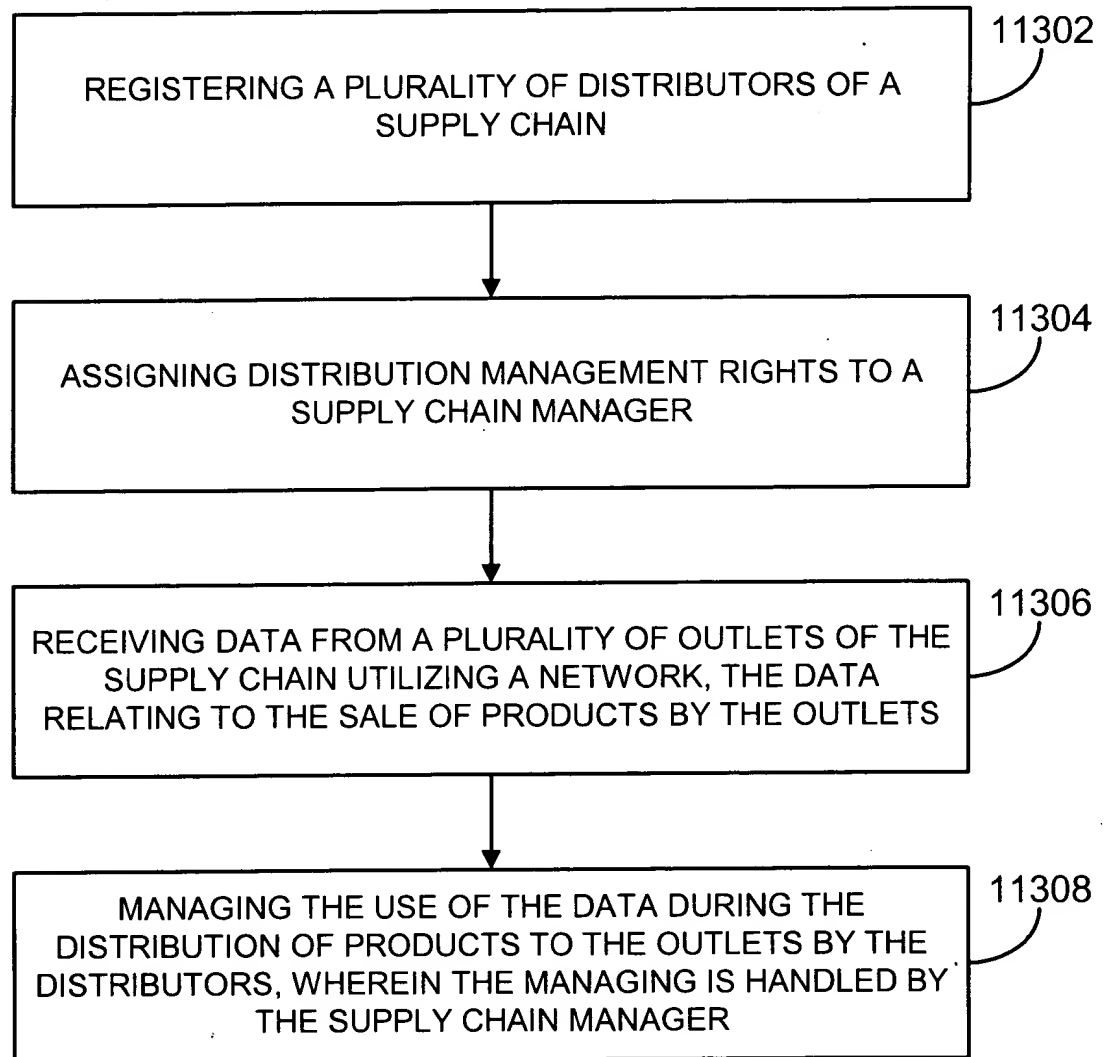
**FIG. 111**

11200



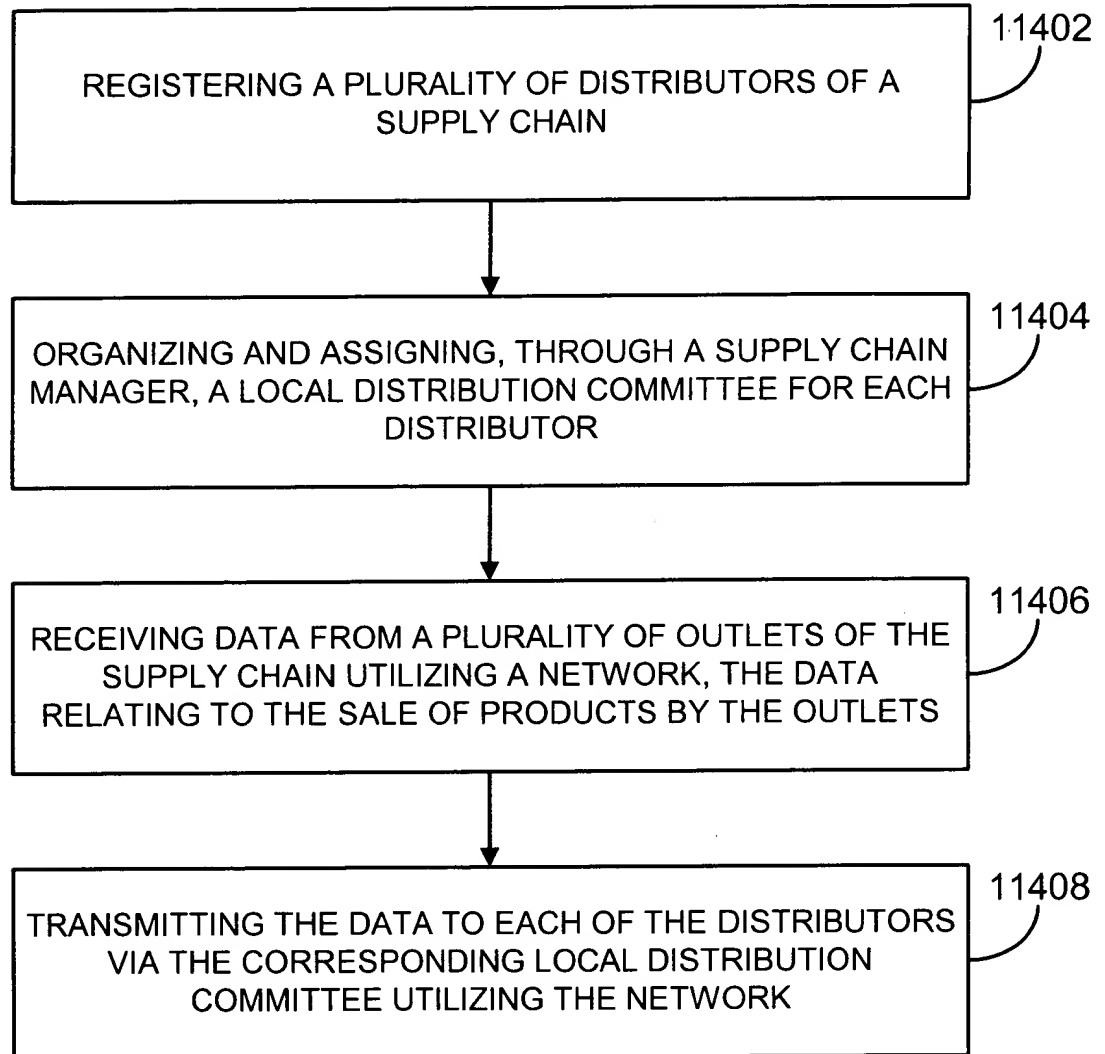
**FIG. 112**

11300



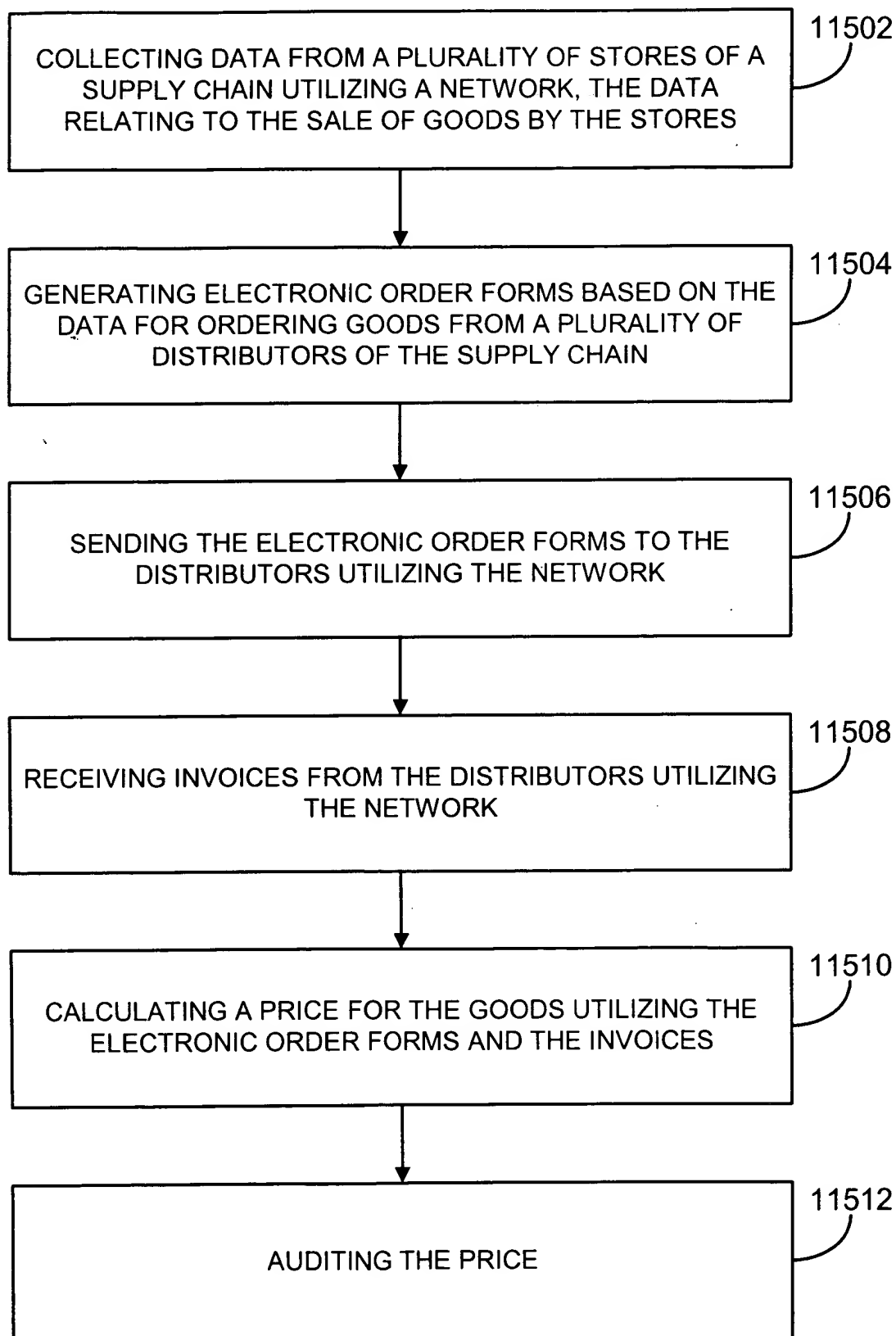
**FIG. 113**

11400



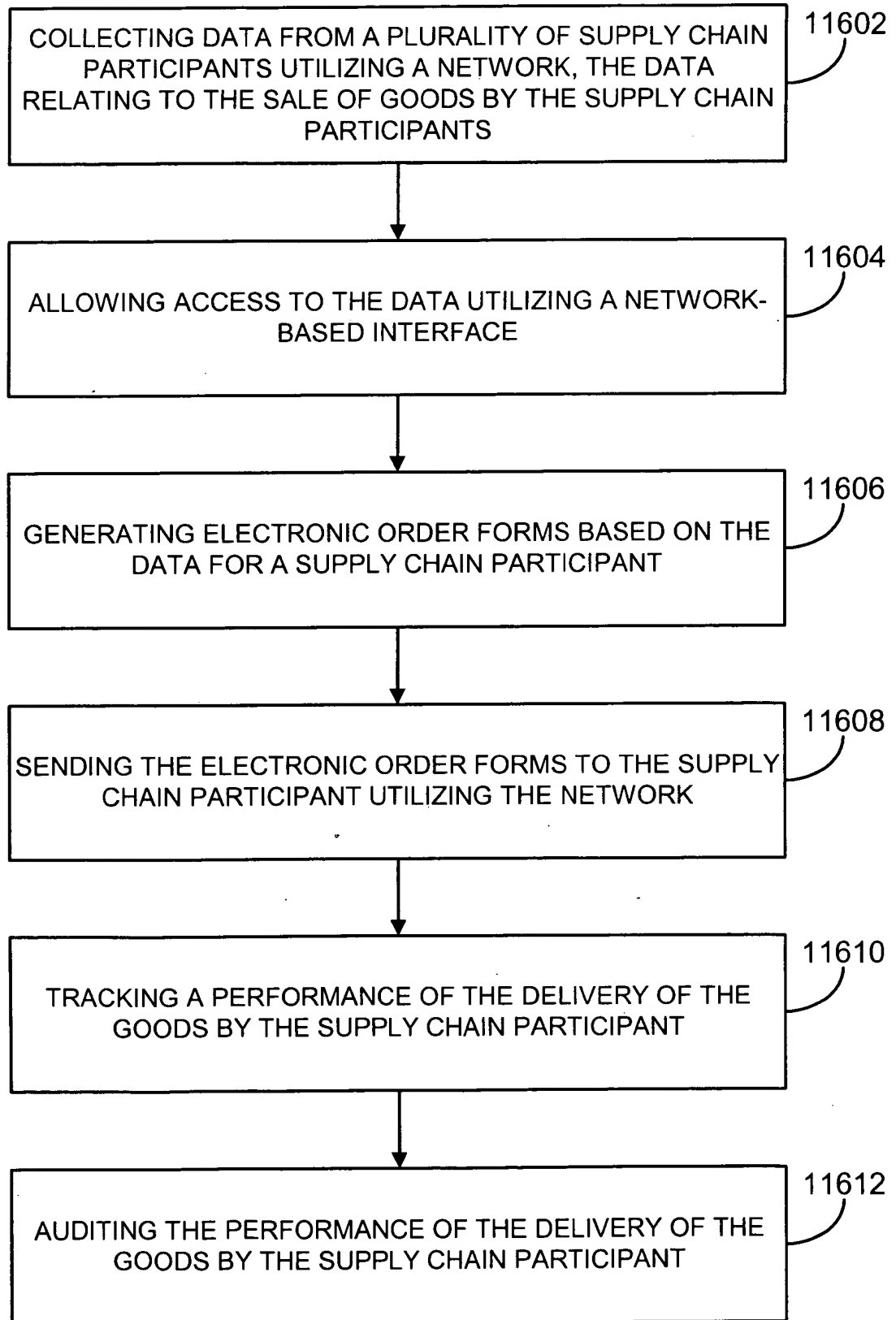
**FIG. 114**

11500



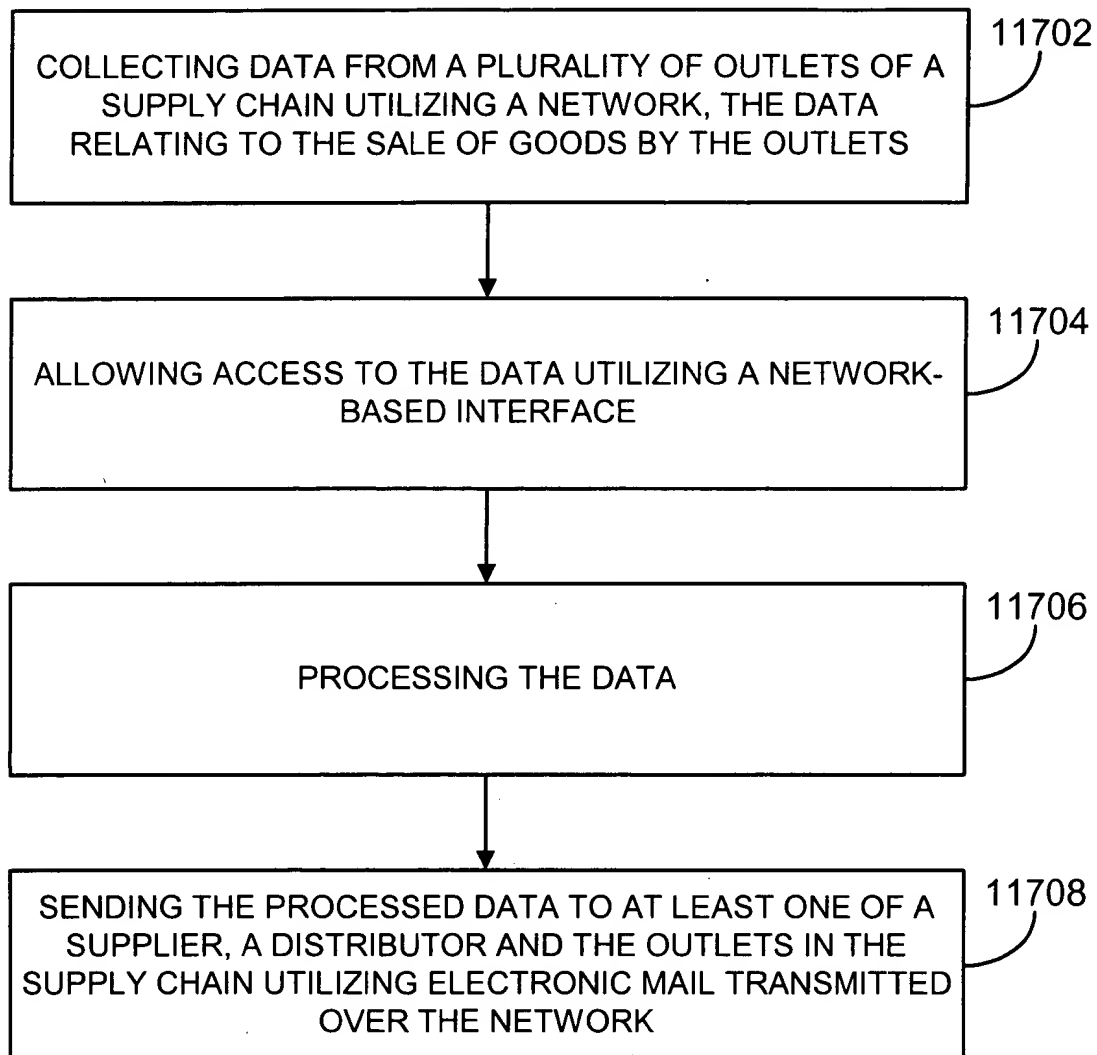
**FIG. 115**

11600



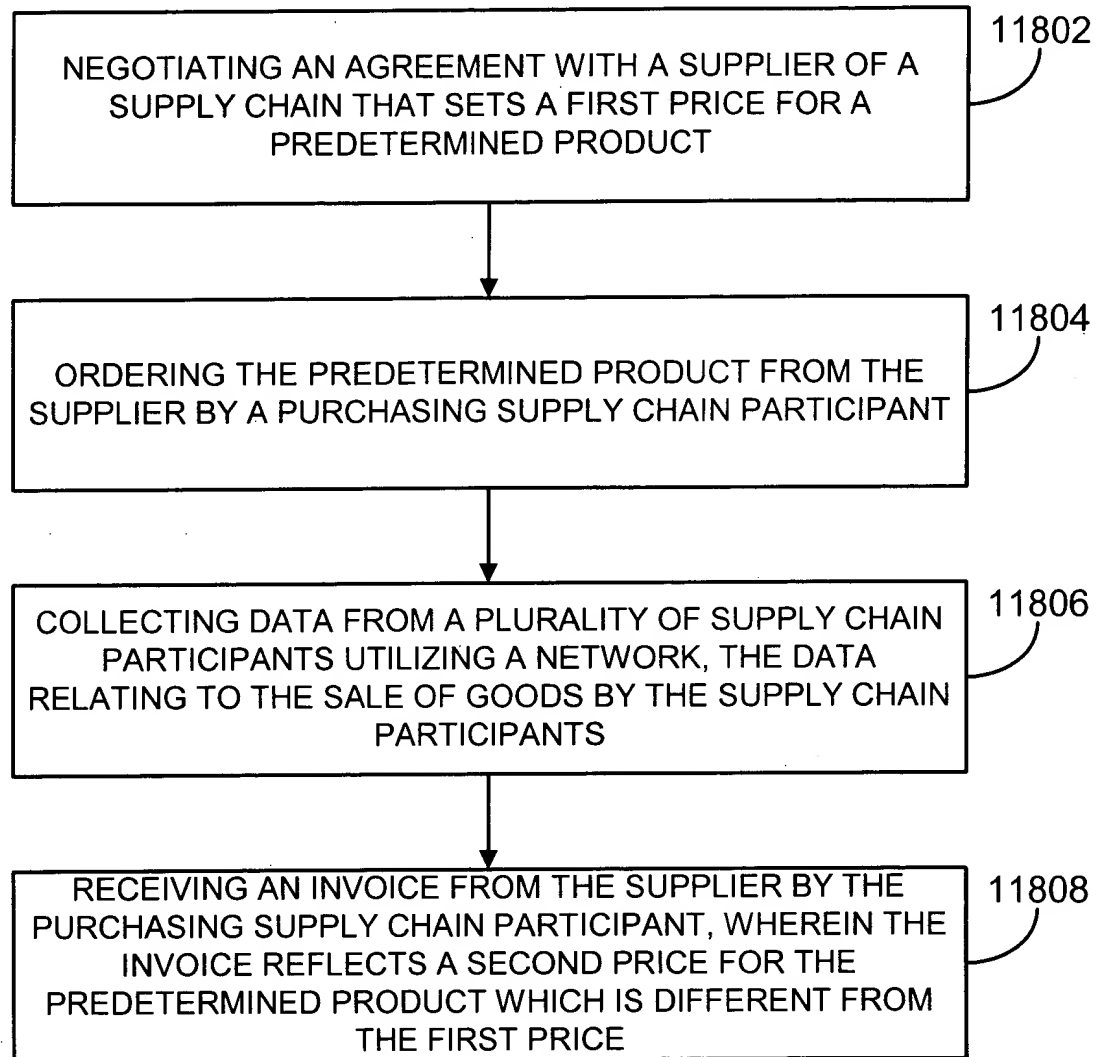
**FIG. 116**

11700



**FIG. 117**

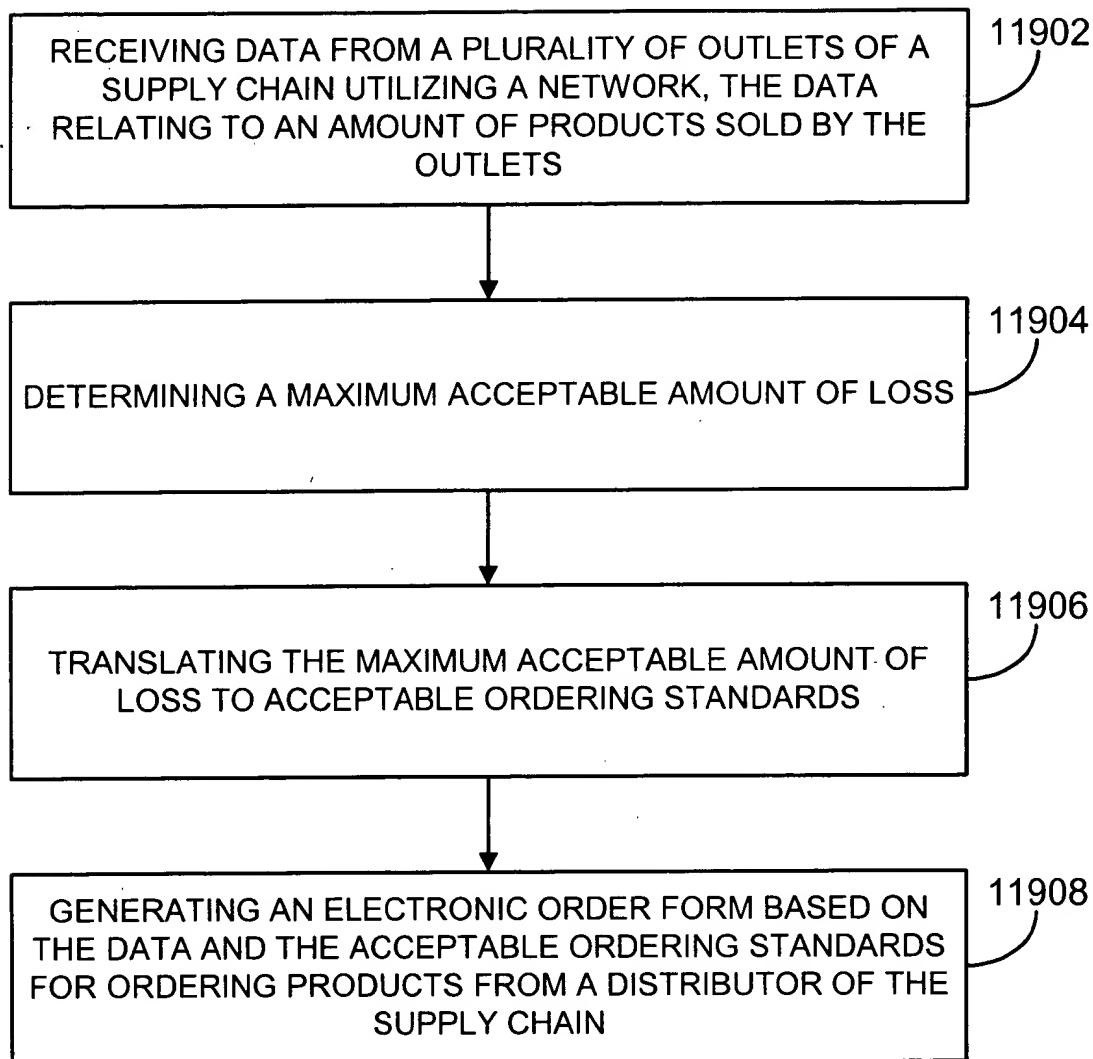
11800



**FIG. 118**

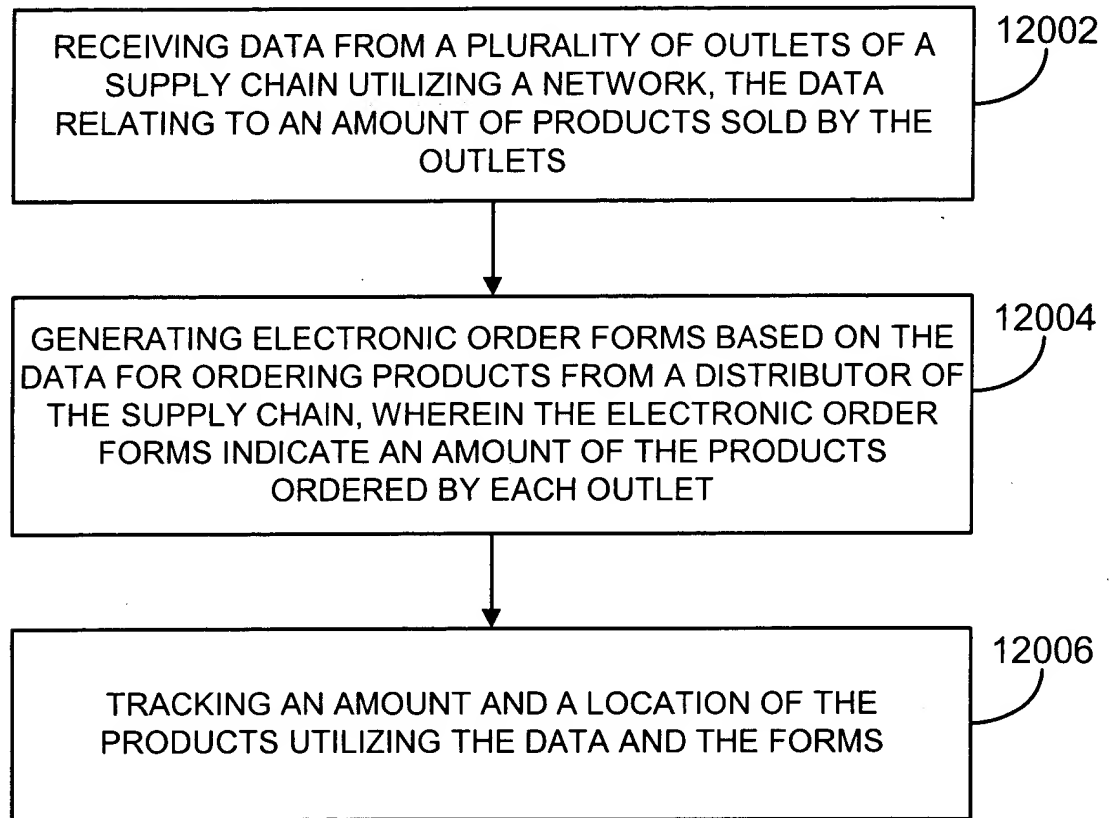


11900



**FIG. 119**

12000



**FIG. 120**

12100



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE  
OUTLETS

12102



MAKING THE DATA ACCESSIBLE TO THE OUTLETS,  
DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK  
BASED INTERFACE

12104



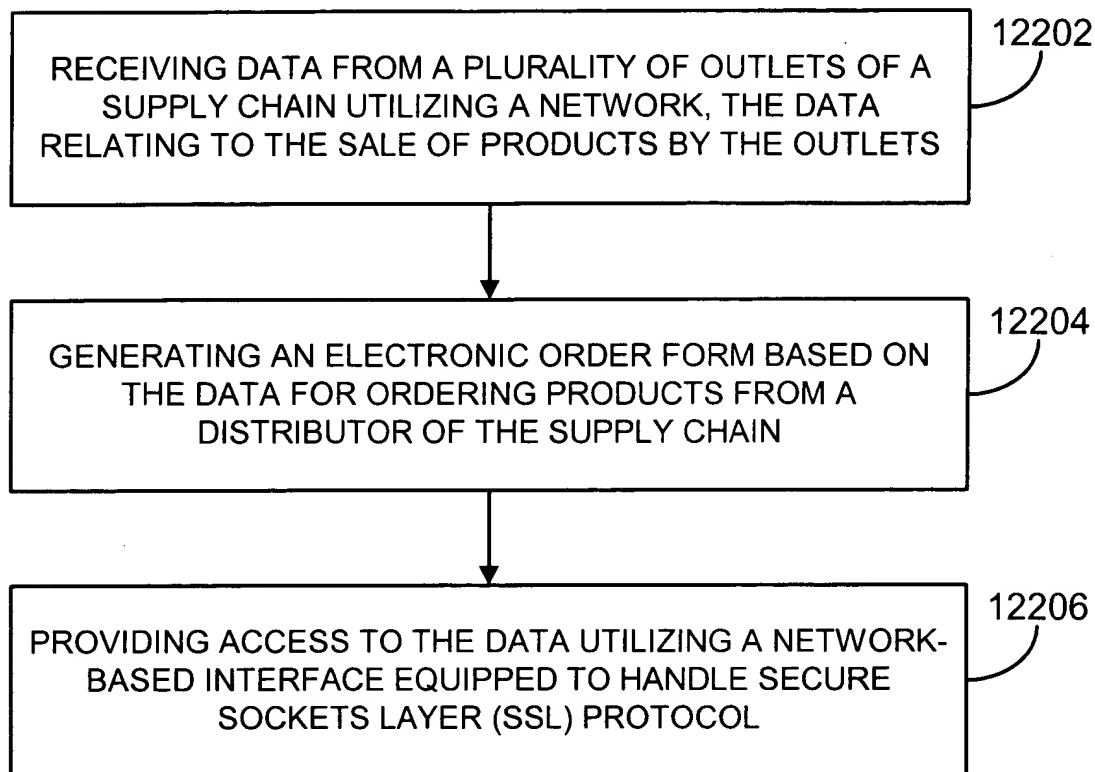
AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF  
THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

**FIG. 121**

FIG. 121

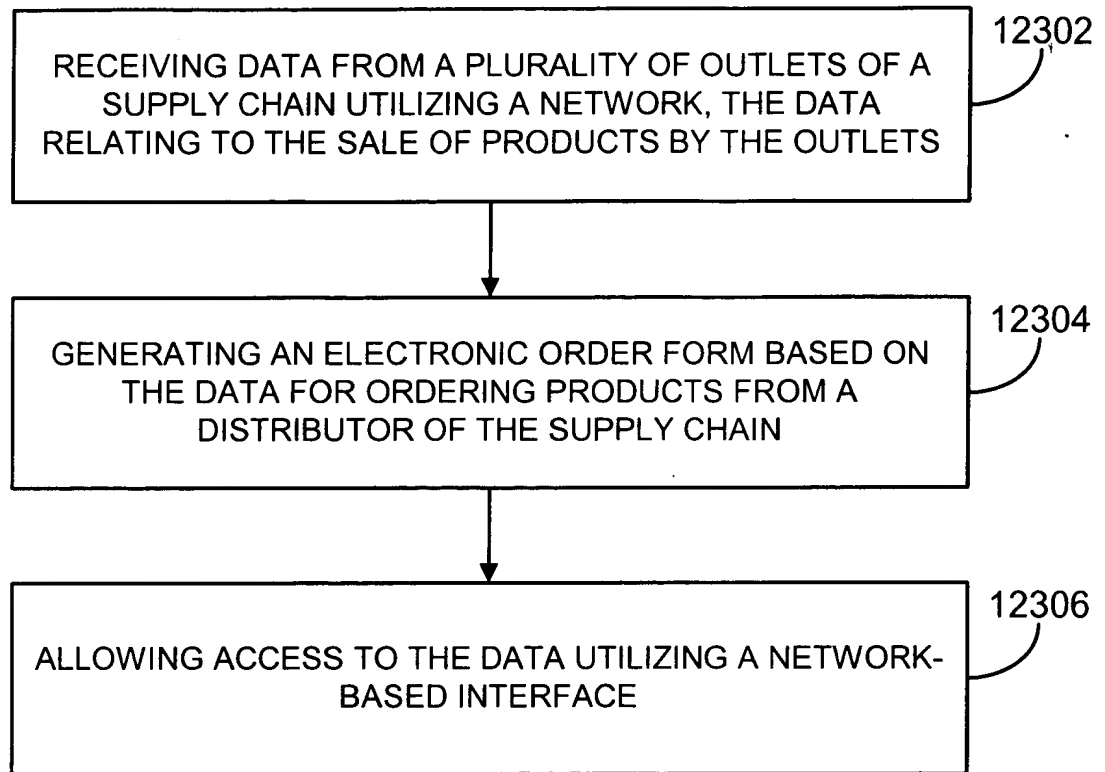
12200



**FIG. 122**

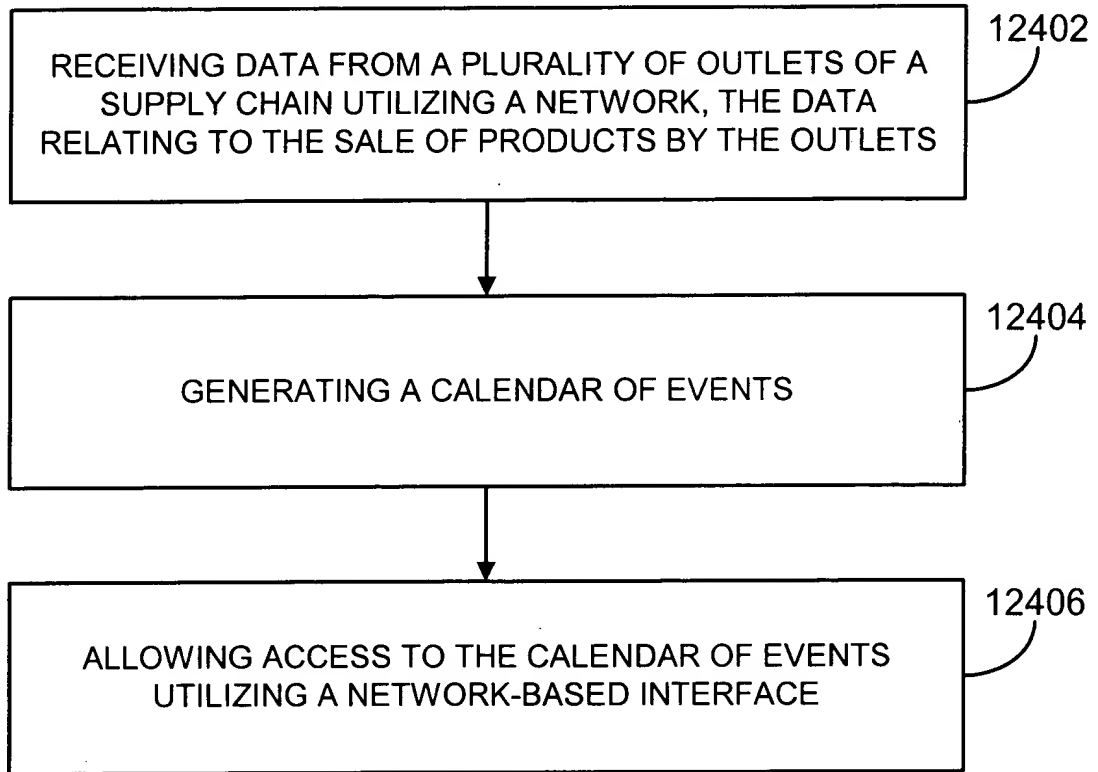
FIG. 122

12300



**FIG. 123**

12400



**FIG. 124**

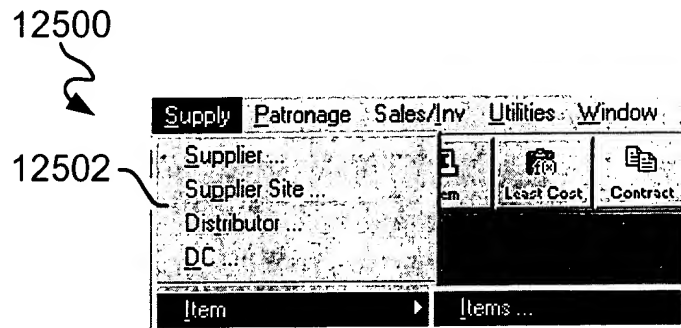


FIG. 125

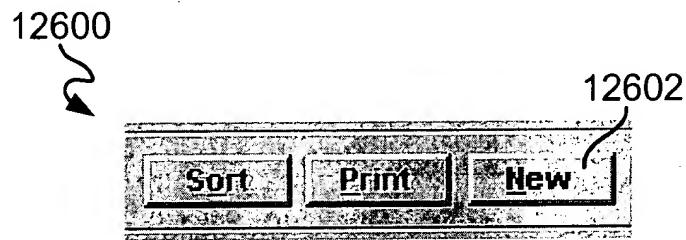


FIG. 126

12700

12702

|                          |                      |                     |                                     |
|--------------------------|----------------------|---------------------|-------------------------------------|
| <b>Item Desc:</b>        | <input type="text"/> |                     |                                     |
| <b>Item Number:</b>      | <input type="text"/> | <b>Status Code:</b> | <input type="text" value="Active"/> |
| <b>Product Cat Code:</b> | <input type="text"/> | <b>Item Rank:</b>   | <input type="text"/>                |

FIG. 127

12800

12800



# Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128



12900



FIG. 129

13000

|                     |   |                         |          |
|---------------------|---|-------------------------|----------|
| Supplier Item Desc: |   | Item No:                |          |
| Current:            | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty:                |          |
| Items per Case:     | 5000  | High Qty:               |          |
| Innerpack Contents: | 5/1000  | Cases Per Pallet:       |          |
| Item Size:          |   | Stacking Allowed:       |          |
| Case Length:        |   | Universal Product Code: |          |
| Case Width:         |   | Cases Per Truckload:    | 1350     |
| Case Depth:         |   | Net Weight:             | 39.00    |
| Case Dimension U/M: | INCH(S)   | Gross Weight:           | 39.00    |
| Item Cube:          | 0.95 CUBIC FEET   | Weight U/M:             | POUND(S) |
| Item Shelf Life:    |   | Bar Code:               |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

004596-0344

13100

|                         |                               |   |
|-------------------------|-------------------------------|---|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> <i>FOB Shipping Point</i> |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |   |

13102

FIG. 131

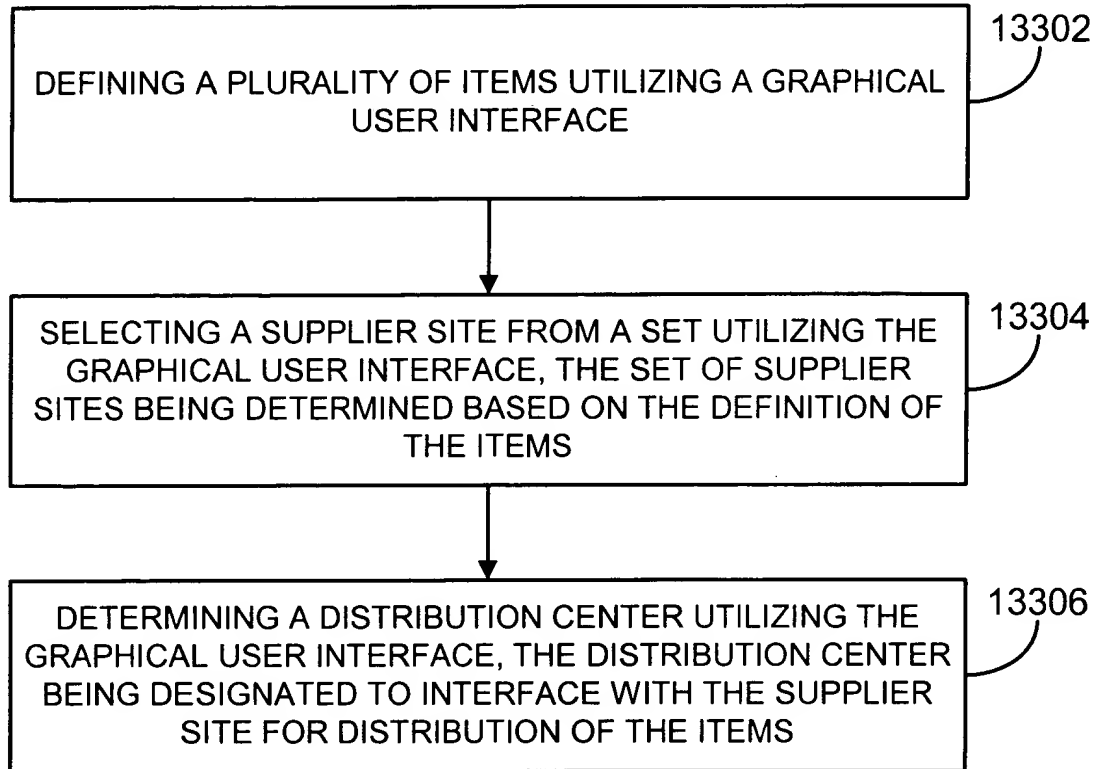
13200

|                         |                                 |  |
|-------------------------|---------------------------------|--|
| <b>Site Information</b> | <b>Site Id:</b> 16              | <b>FOB Shipping Point</b>                      |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY      | <b>Railroad Name:</b> <input type="checkbox"/> |
| <b>Status:</b>          | Active <input type="checkbox"/> | <b>Rail Sidings:</b> <input type="checkbox"/>  |

FIG. 132

FIG. 131

13300



**FIG. 133**

13400

|                 |                                       |   |        |           |        |        |  |
|-----------------|---------------------------------------|---|--------|-----------|--------|--------|--|
| Item:           | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin:  | 7/1/96 | End:      | 9/1/96 | Final: |  |
| Override Rules: |                                       | <input type="radio"/> Yes <input checked="" type="radio"/> No |        | Apply By: |        | Cell   |  |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM          | Slip   | Deliv. |
|----------|-------------|--------|--------|
| 1        | TRUCKLOAD(S | Pallet |        |
| 1        | TRUCKLOAD(S | Pallet |        |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140

14200



FIG. 142

14100

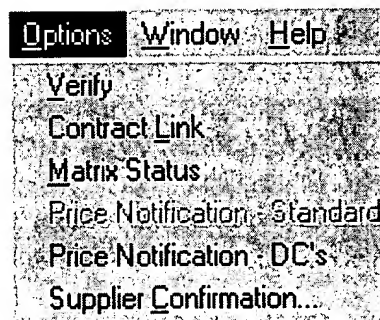


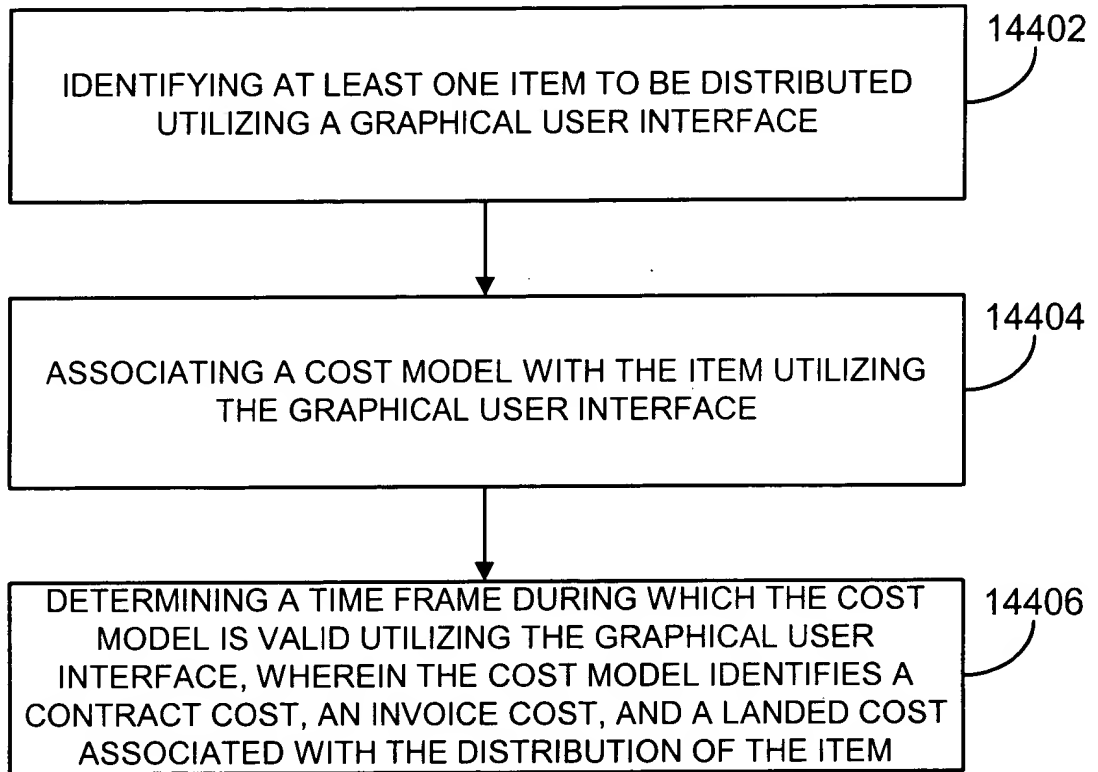
FIG. 141

14300

|                            |                                   |    |
|----------------------------|-----------------------------------|----|
| <u>C</u> ost               | Edit / View                       | F3 |
| Commodities                | New (using previous matrix) ...   | F4 |
|                            | New (build matrix) ...            | F5 |
| <u>V</u> endor Rating      |                                   |    |
| Contact <u>M</u> anagement | Multi Item Price Notification ... |    |

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Steinton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

FIG. 145-150

15100

| Select the End Dates to Use on the Exhibit |                              |  |                               |
|--|------------------------------|--|-------------------------------|
| Item Description                           | Cost Matrix End Date         | Contract End Date                        | No End Date                   |
| BEEF - 77%                                 | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF WHOPPER 4.0 OZ                        | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF WHOPPER JR. 2.8 OZ                    | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300

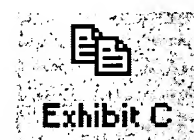
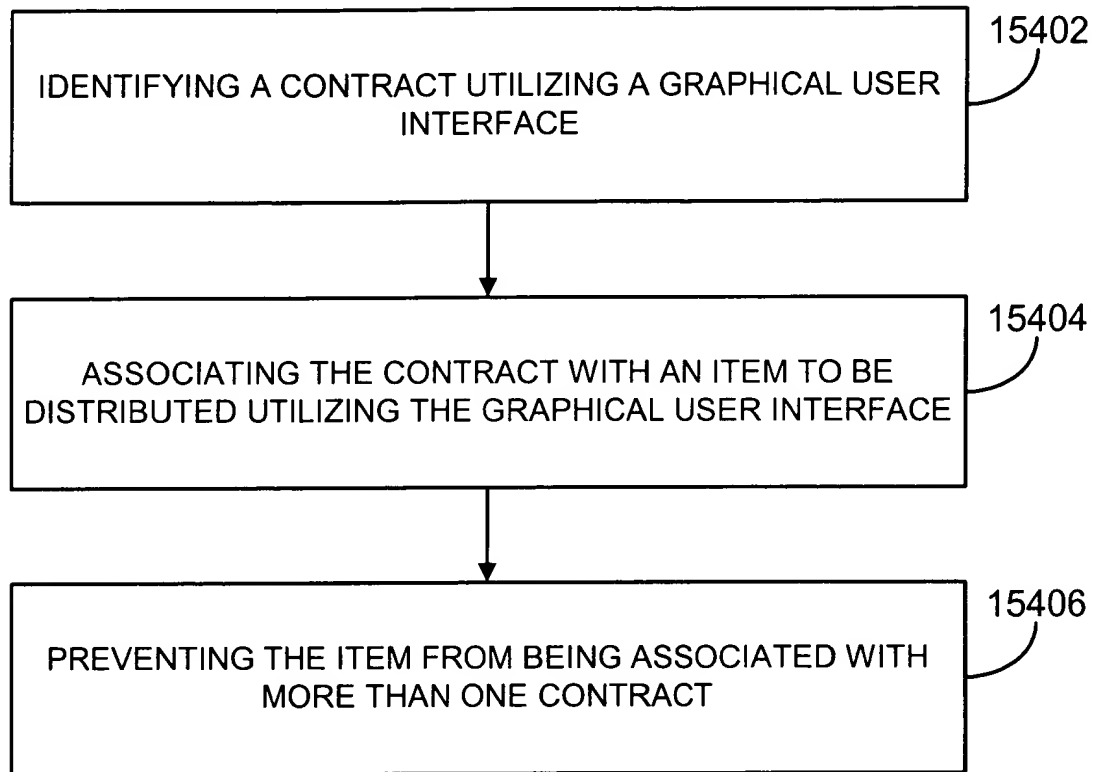


FIG. 153

FIG. 151



15400



**FIG. 154**

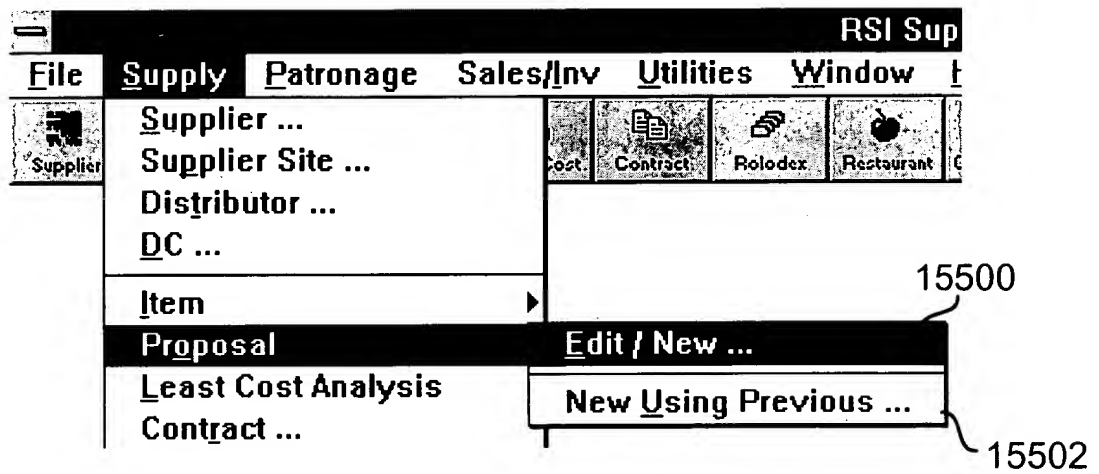


FIG. 155

15600



| Proposal - Foam Hot Cups & Polystyrene Lids     |          |  |     |                               |         |       |           |          |
|---|----------|--|-----|-------------------------------|---------|-------|-----------|----------|
| Main Info                                       | Items    | Suppliers  | DCs | FOB Price                     | DC/Rest | Usage | Templates | View Bid |
| <b>Proposal Information</b>                     |          |  |     |                               |         |       |           |          |
| Proposal ID: 1021                               |          |  |     | Proposal Due Date: 06/12/97   |         |       |           |          |
| Proposal Name: Foam Hot Cups & Polystyrene Lids |          |  |     | Contract Begin Date: 07/01/97 |         |       |           |          |
| Buyer Name: Dennis Clabby                       |          |  |     | Contract End Date: 06/30/98   |         |       |           |          |
| <b>Actions</b>                                  |          |  |     |                               |         |       |           |          |
| #   | Date:    | Action Description:  |     |                               |         |       |           |          |
| 1   | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |     |                               |         |       |           |          |

FIG. 156

FOOED 9469T660

15700



FIG. 157

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT          |
|                  |
|                  |
|                  |
|                  |
|                  |
|                  |

2 Rows Selected

| Item Description       |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY)     |

> >> <<< <

FIG. 158

FIG. 159

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description      |     |
|-----------------------|-----|
| CUP-HOT 12 OZ (PAPER) | DRY |
| CUP-HOT 16 OZ (PAPER) | DRY |
| CUP-HOT 8 OZ (PAPER)  | DRY |

15902

15904

15906

15908

| Item Description             |
|------------------------------|
| CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (DRY)           |
| LID-HOT 12/16 OZ (DRY)       |
| LID-HOT 8 OZ (DRY)           |

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

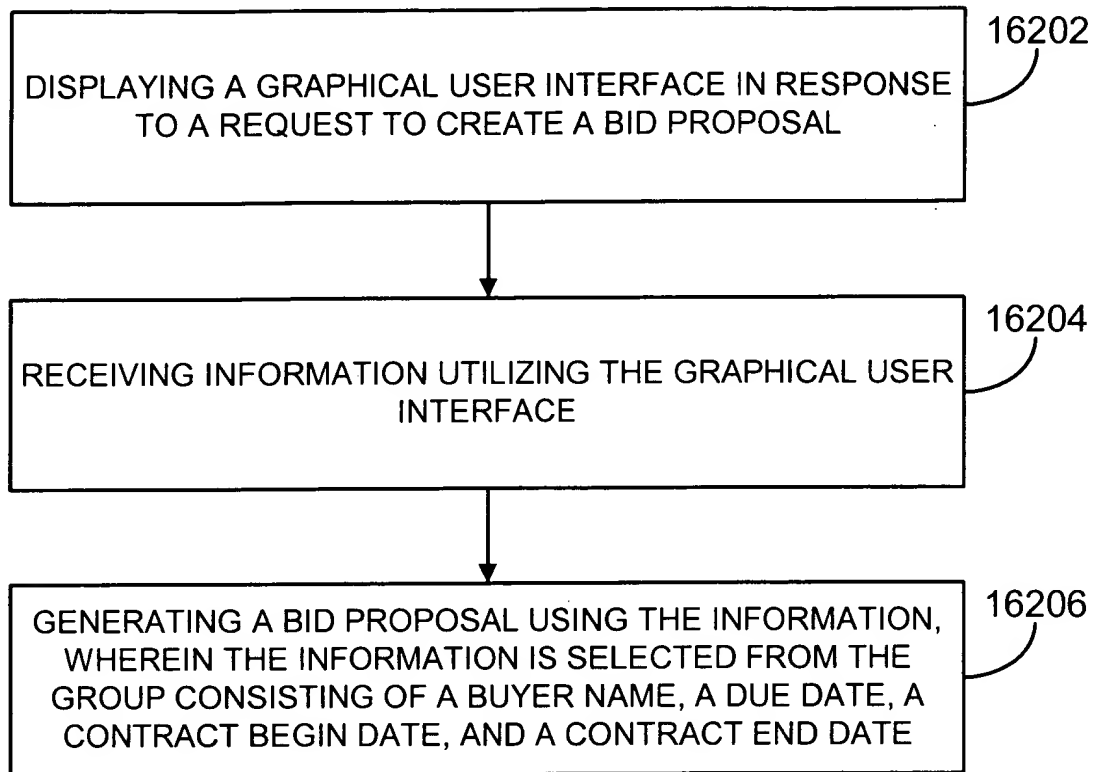
  

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |

FIG. 161

FOOTED 9469F660

16200



**FIG. 162**

16300



FIG. 163

16400

|                              | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|------------------------------|---------------|-------------|-----------------|
|                              |               | <i>Word</i> | <i>Y/N</i>      |
| Bid Proposal Cover Letter    | ?             |             | Y               |
| General Terms and Conditions | ?             |             | N               |
| Usage Estimates              | ?             |             | N               |
| Supplier Facility Worksheets | ?             |             | N               |
| Item Information Worksheets  | ?             |             | N               |
| Sample Supply Agreement      |               | ?           | N               |
| BK Specification Request     |               | ?           | N               |
| FOB Price Component          |               | ?           | Y               |
| Truckload Freight Worksheet  | ?             |             | N               |
| LTL Freight Worksheet        | ?             |             | N               |

FIG. 164



16500

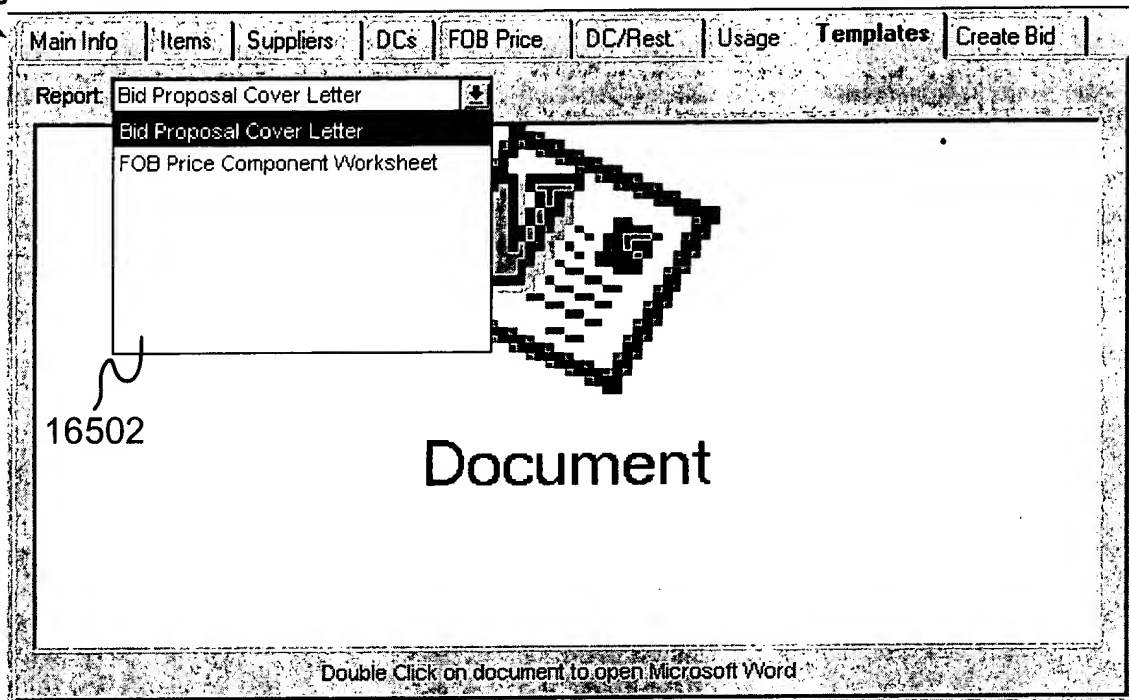


FIG. 165

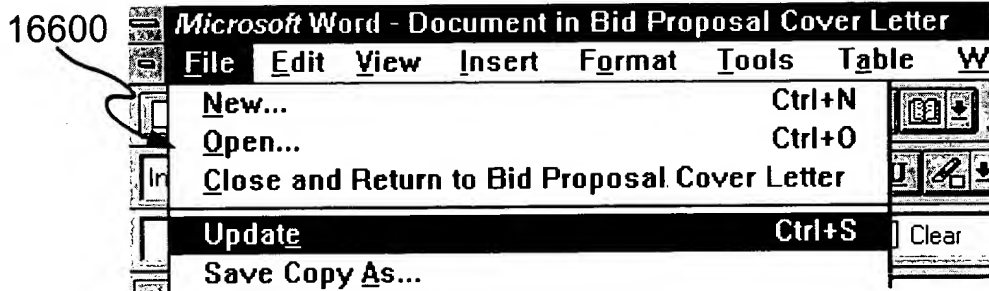


FIG. 166

FIG. 167

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General   | Cost  |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/>   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/>  | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
| Usage Estimates <input checked="" type="checkbox"/>             | LTL Freight Worksheet <input checked="" type="checkbox"/>         |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> |   |
| Item Information Worksheet <input checked="" type="checkbox"/>  | Blank Sheets  |
| Sample Supply Agreement <input checked="" type="checkbox"/>     | Supplier Facility Worksheet <input checked="" type="checkbox"/>   |
| BK Specification Request <input checked="" type="checkbox"/>    | Item Information Worksheet <input checked="" type="checkbox"/>    |
|   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
|   | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
|   | LTL Freight Worksheet <input checked="" type="checkbox"/>         |

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

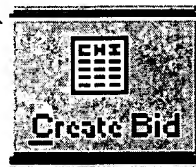


FIG. 168

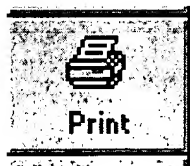
16900

Report: 7/2/97

| Item Information Worksheet    | Supplier: (all)   |
|-------------------------------|---|
| Bid Proposal Cover Letter     | <b>Restaurant Services, Inc.</b><br><b>Item Information Worksheet</b><br>ATTY<br>DS |
| FOB Price Component Worksheet |   |
| General Terms & Conditions    |   |
| Item Information Worksheet    |   |
| LTL Freight Worksheet         |   |
| Sample Supply Agreement       |   |
| Supplier Facility Worksheet   |   |

FIG. 169

17000



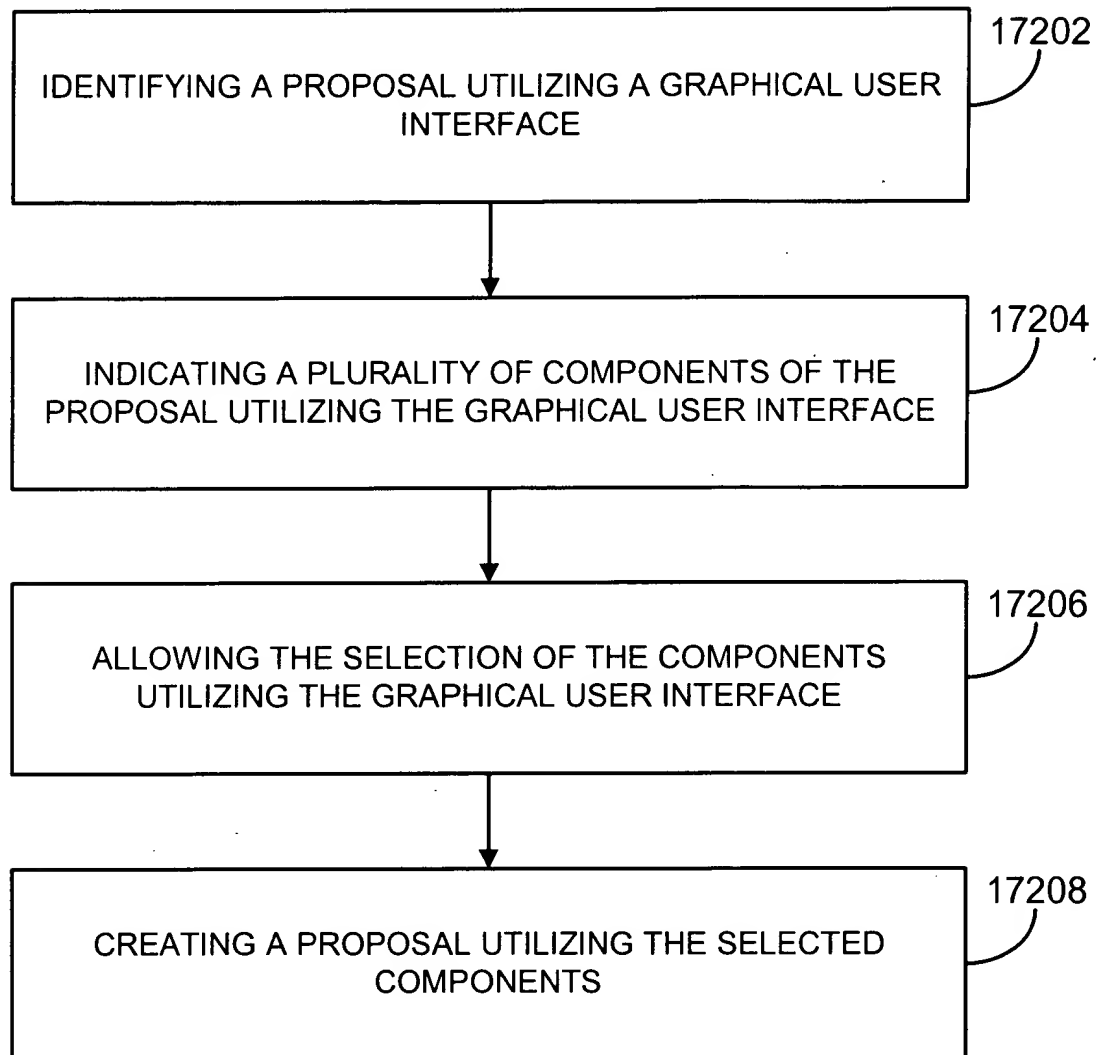
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

17300



FIG. 173

17400

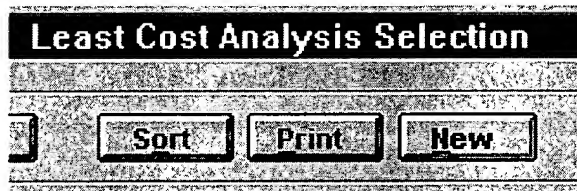


FIG. 174

17500

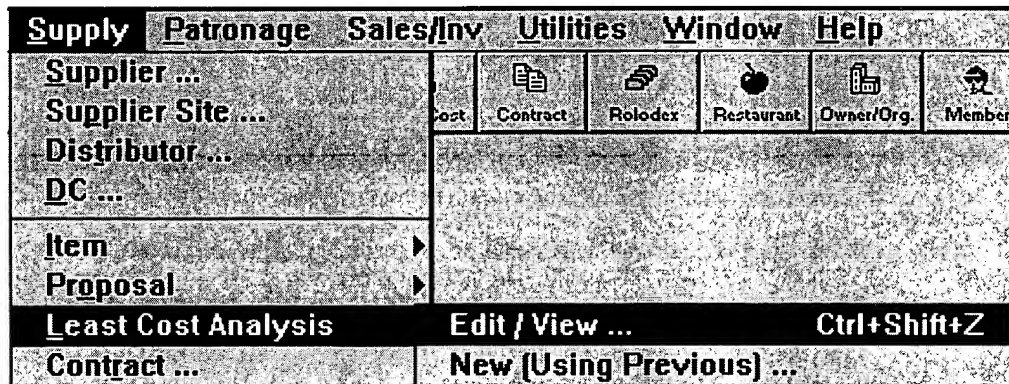


FIG. 175

FIG. 173

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



**FIG. 176**

FOAM HOT CUPS & POLYSTYRENE LIDS

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

|                             |                   |      |         |
|-----------------------------|-------------------|------|---------|
| <b>Analysis Name:</b>       | Hash Brown Actual |      |         |
| <b>Analysis ID:</b>         | 1036              |      |         |
| <b>Buyer:</b>               | Dennis Clabby     |      |         |
| <b>Period of Agreement:</b> | 10/1/97           | THRU | 9/30/98 |
| <b>Unit Of Measure:</b>     | CASE(S)           |      |         |

FIG. 178

17900

|  |               |                                       |
|--|---------------|---------------------------------------|
| <b>Version ( 1 ) of ( 9 )</b>                            |               | <b>Base version</b>                   |
| What is the max # of FOB points to allocate to each DC ? | One FOB       |                                       |
| What is pricing method for this version ?                | FOB + Freight |                                       |
| What is the RSI Invoice FOB Upcharge (Downcharge) ?      | 0.0000        |                                       |
| Override RDC Truckload Validation?                       | No            |                                       |
| <b>Solution Strategy:</b>                                | Standard      | <b>Last Revision:</b> 9/15/97 1:04 PM |

FIG. 179



18000

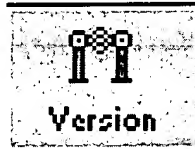


FIG. 180

18100

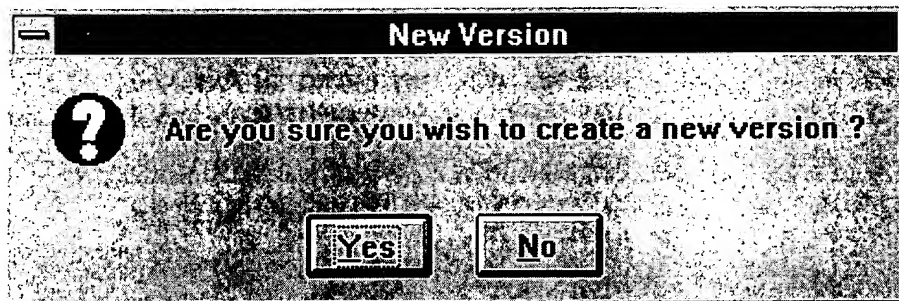
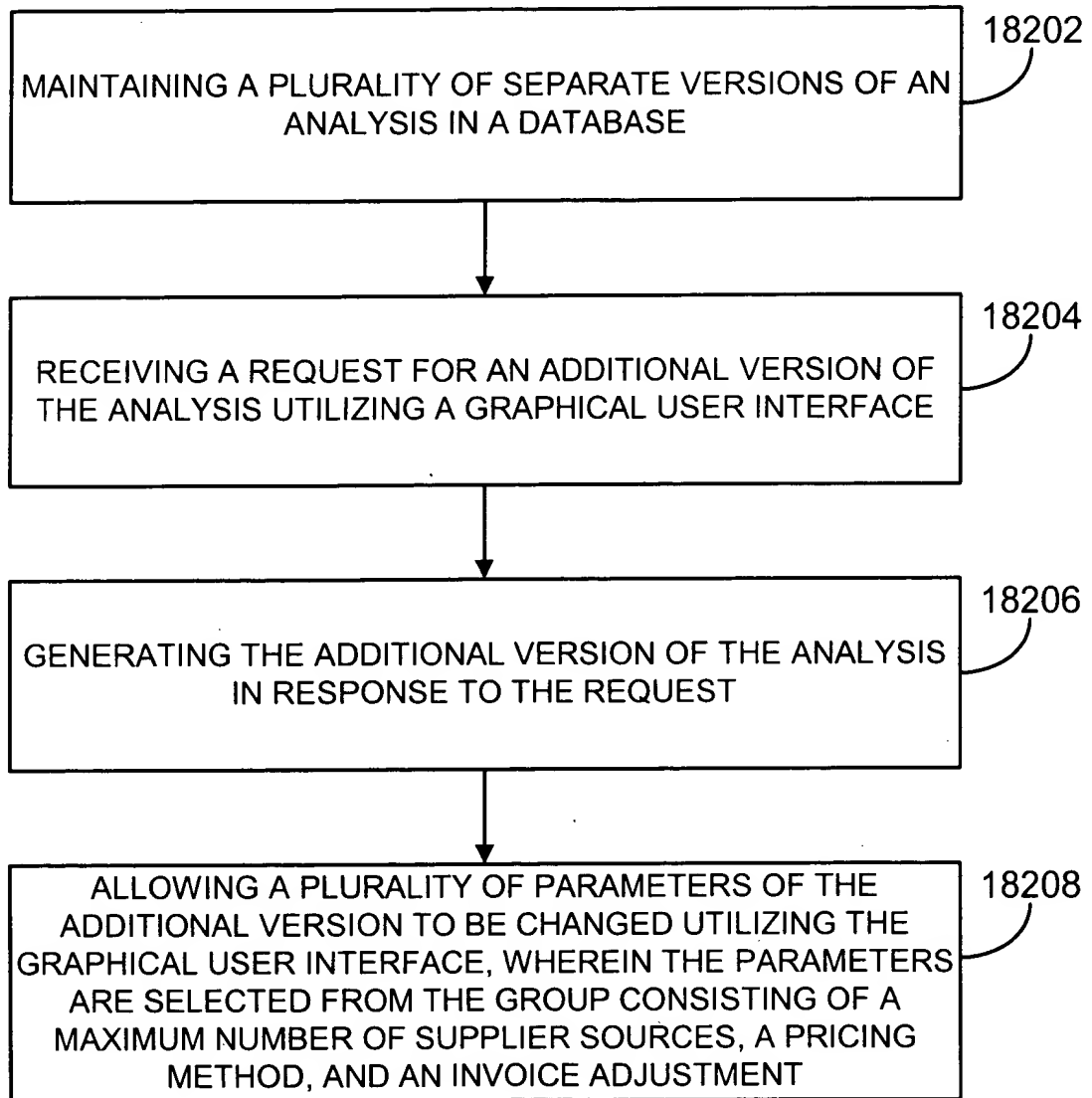


FIG. 181

18200



**FIG. 182**

FIG. 183

18300

Search Query Reset

Query Values 7 Rows Selected

| Supplier FOB | Supplier FOB                      |
|--------------|-----------------------------------|
| DOP          | DOPACO-DOWNINGTOWN, PA            |
|              | DOPACO-KINSTON, NC                |
|              | DOPACO-ST. CHARLES, IL            |
|              | DOPACO-STOCKTON, CA               |
|              | IMPERIAL BONDWARE-SHELBYVILLE, IL |

> >>

18302

FIG. 183

18400

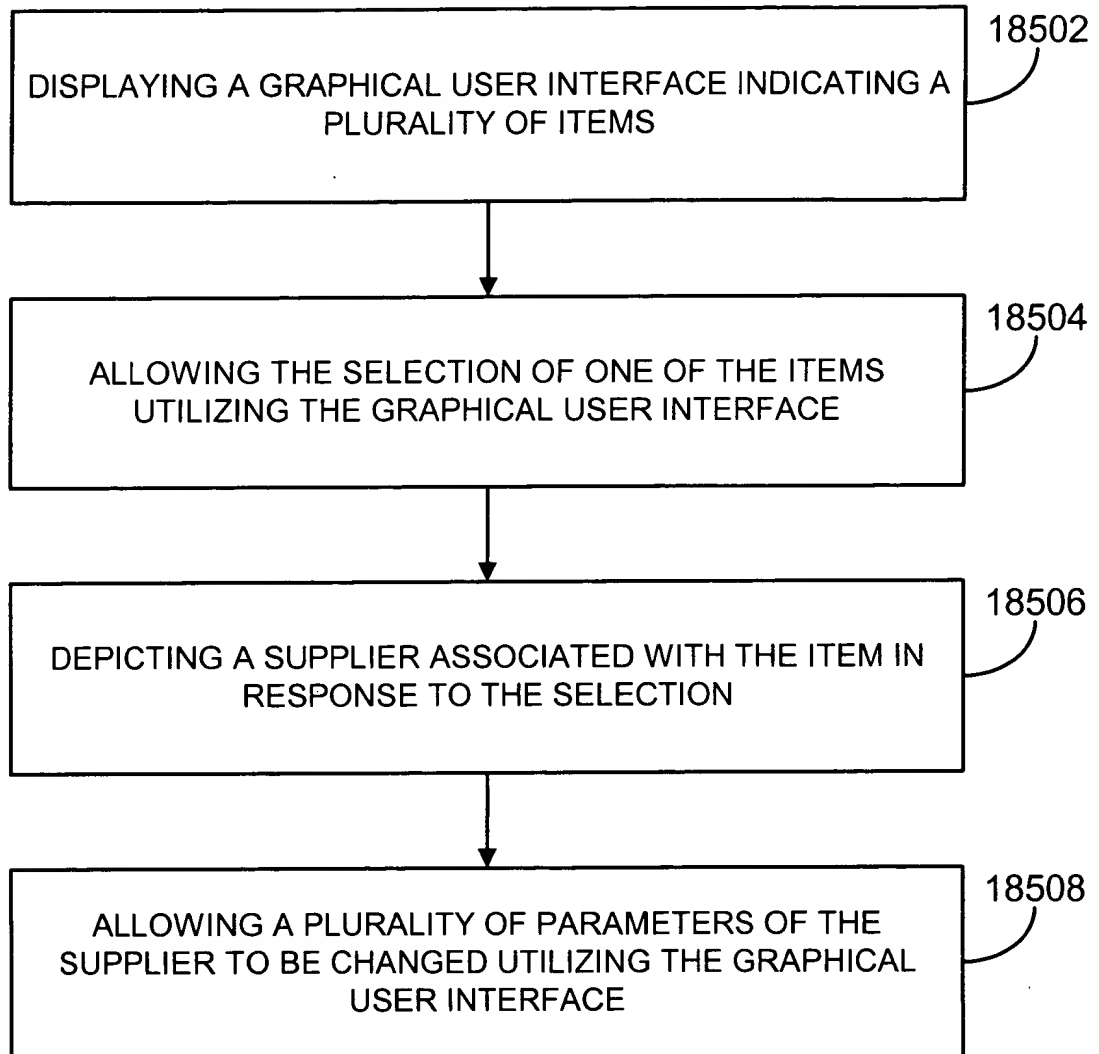
| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

FIG. 184

FIG. 184

18500



**FIG. 185**

18600

| Item Description | Supplier FOB           |
|------------------|------------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNINGTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory Case Cube: | 3.43 CUBIC FEET   |
| Case Width:         | 15.125         | Cases Per Truckload: | 769   |
| Case Depth:         | 17.75          | Gross Weight:        | 29.28 POUND(S)  |
| Case U/M INCH(S)    |                | Net Weight:          | 27.28 POUND(S)  |

FIG. 186

18700

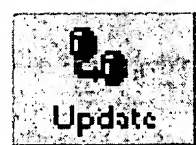
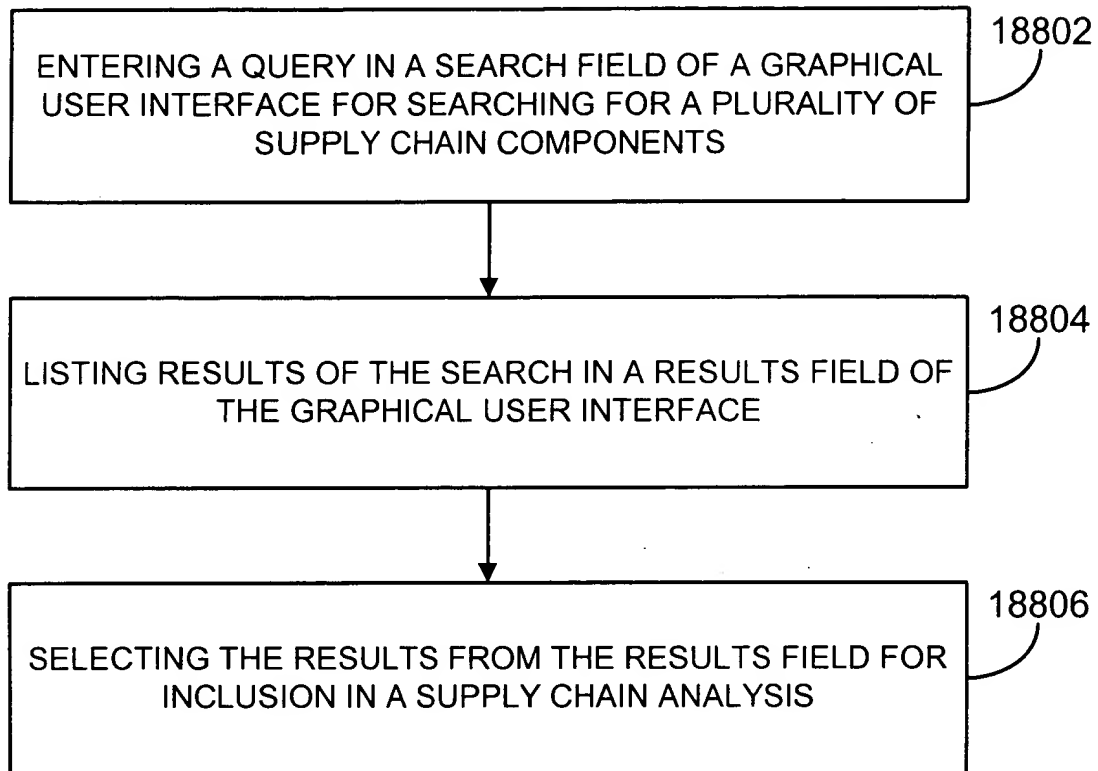


FIG. 187

18800



**FIG. 188**

18900

| Supplier                            | Terms | SLP/PLT | Minimum     | Maximum     | Include   |
|-------------------------------------|-------|---------|-------------|-------------|---|
| CAVENDISH FARMS                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY                |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.                   |       | Pallet  | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                        |       |         | Minimum     | Maximum     | Include   |
| LAMB-WESTON, INC.-PASCO, WA         |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA       |       |         | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

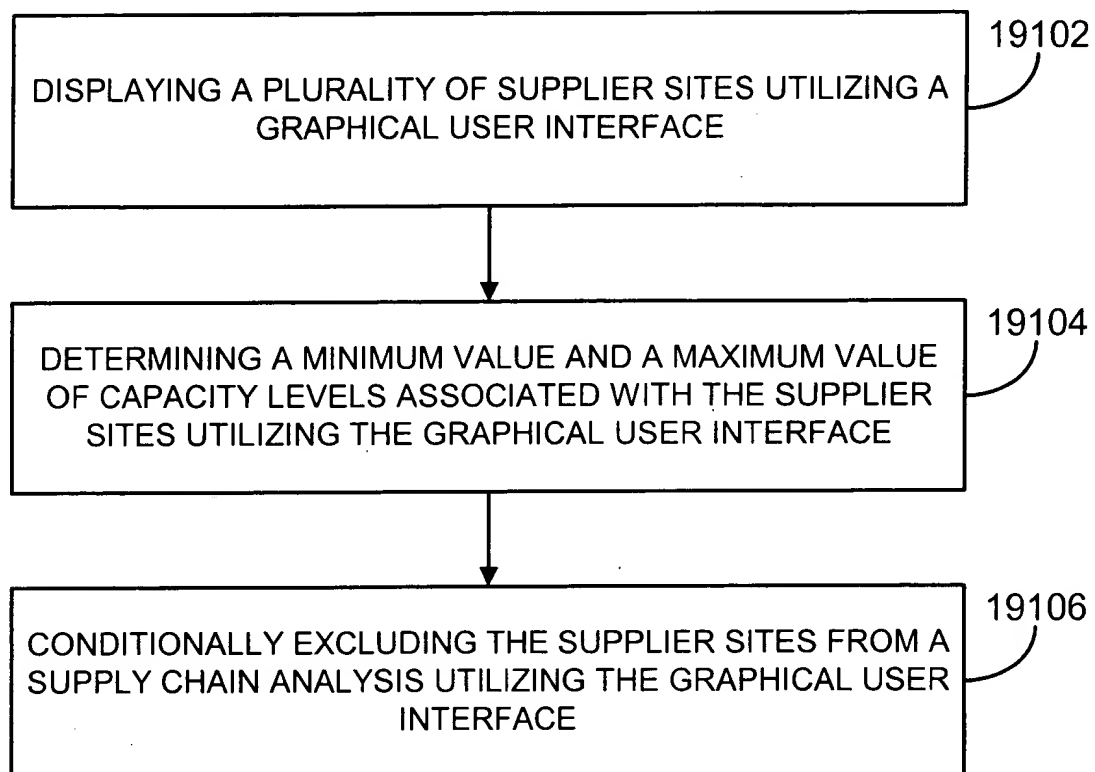
19000

| Supplier                                | Terms | SLP/PLT | Minimum     | Maximum     | Include   |
|---|-------|---------|-------------|-------------|---|
| MCCAIN FOODS                            |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| NESTLE FOOD COMPANY                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS                           |       | Pallet  | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                            |       |         | Minimum     | Maximum     | Include   |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND |       |         | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   |       |         | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC.-OTHELLO, WA          |       |         | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190



19100



**FIG. 191**

19200 9/6/91 1350

19200  
↪

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| HUDSON INDUSTRIES           | 0 |        |  |
| INTERNATIONAL DIVERSE FOODS | 0 |        |  |
| SUPERIOR COFFEE & FOODS     | 0 |        |  |

| Supplier, FOB              | Item              | Cont FOB | # | Volume |
|----------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY, AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY, AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

FIG. 192

19300

| Supplier                    | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES           | 0 |        |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |
| WHITEFORD FOODS             | 0 |        |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

FIG. 193

19400

| Supplier      | # | Volume  |
|---------------|---|---------|
| VENTURA FOODS | 0 |         |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

FIG. 194

FIG. 193

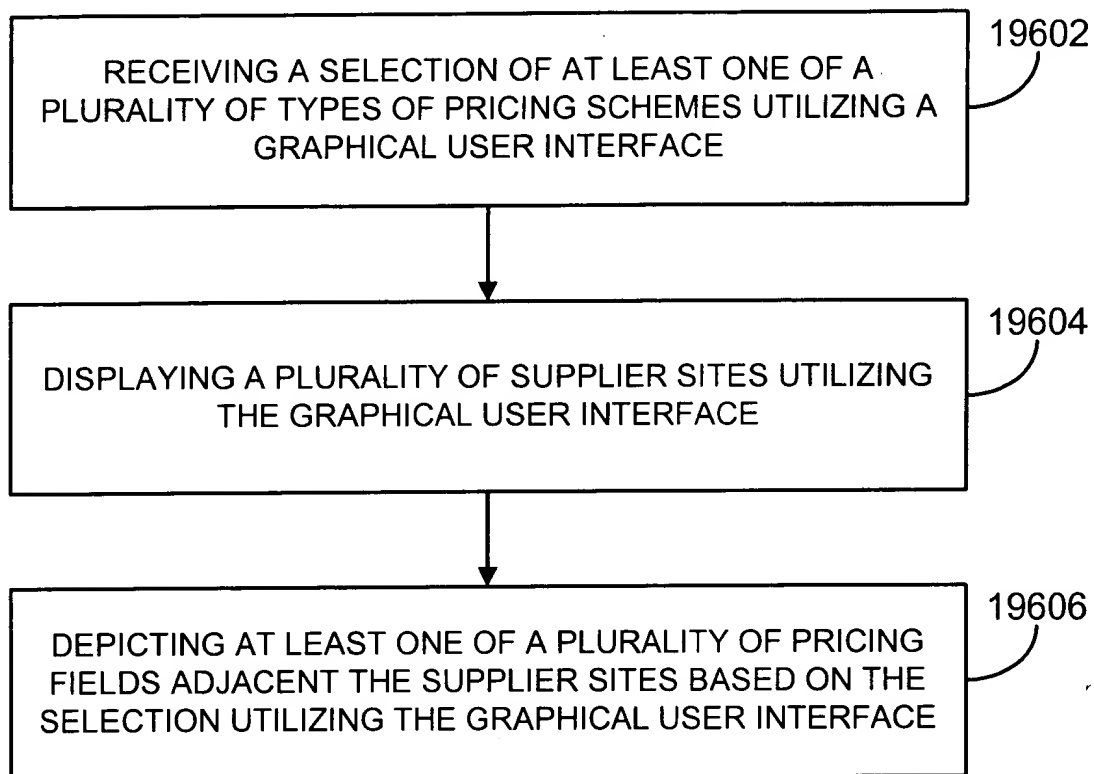
19500

| Item Description        |           | Supplier FOB                   |        |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED            |           | CAVENDISH-PRINCE EDWARD        |        |
| FRIES-COATED            |           | J.R. SIMPLOT COMPANY-HERMISTON |        |
| FRIES-COATED            |           | LAMB-WESTON, INC-PASCO, WA     |        |
| Distribution Center     | Delivered | #                              | Volume |
| AMERISERVE-OMAHA, NE    | 0.3750    | 0                              | 0      |
| AMERISERVE-PLYMOUTH, MN | 0.3850    | 0                              | 0      |
| AMERISERVE-WAUKESHA     | 0.3670    | 0                              | 0      |
| FLEMING FOODS-KAPOLEI   | 0.4725    | 0                              | 0      |
| KING PROVISION-ATLANTA  | 0.3950    | 0                              | 0      |

FIG. 195

FOODS-929T350

19600



**FIG. 196**

19700

| Total Rest. Growth Amount   |                     | Usage Period         |                            |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702               |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center         | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE  | 27                  | 5.00%                | 28                         |
| AMERISERVEPOST-DENVER       | 35                  | 5.00%                | 37                         |
| AMERISERVEPOST-SALT LAKE UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE        | 166                 | 5.00%                | 174                        |

FIG. 197

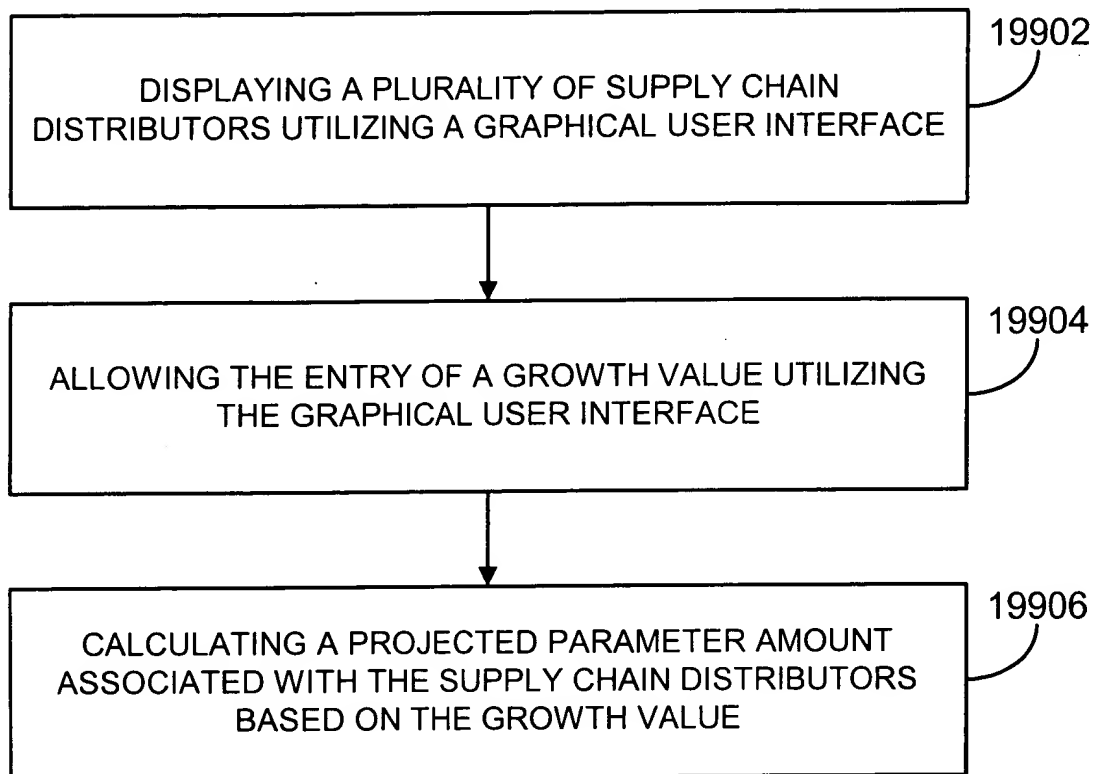
19800

| Item          | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | .0.00         |              |
|               |               |              |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198

19900



**FIG. 199**

FIG. 199

20000

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center           | Lane Restriction             |  | Honor TL Rate            |
|-------------------------------|------------------------------|--|--------------------------|
| AMERISERVE\POST-ALBUQUERQUE   | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE\POST-DENVER        | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE\POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE          | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN       | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

FIG. 200

20002

20100

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |


  

| Distribution Center         | Lane Restriction                        |  |
|-----------------------------|---|--|
| AMERISERVE\POST-ALBUQUERQUE | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |
| AMERISERVE\POST-DENVER      | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded            |

FIG. 201

20200

Invalid Selection

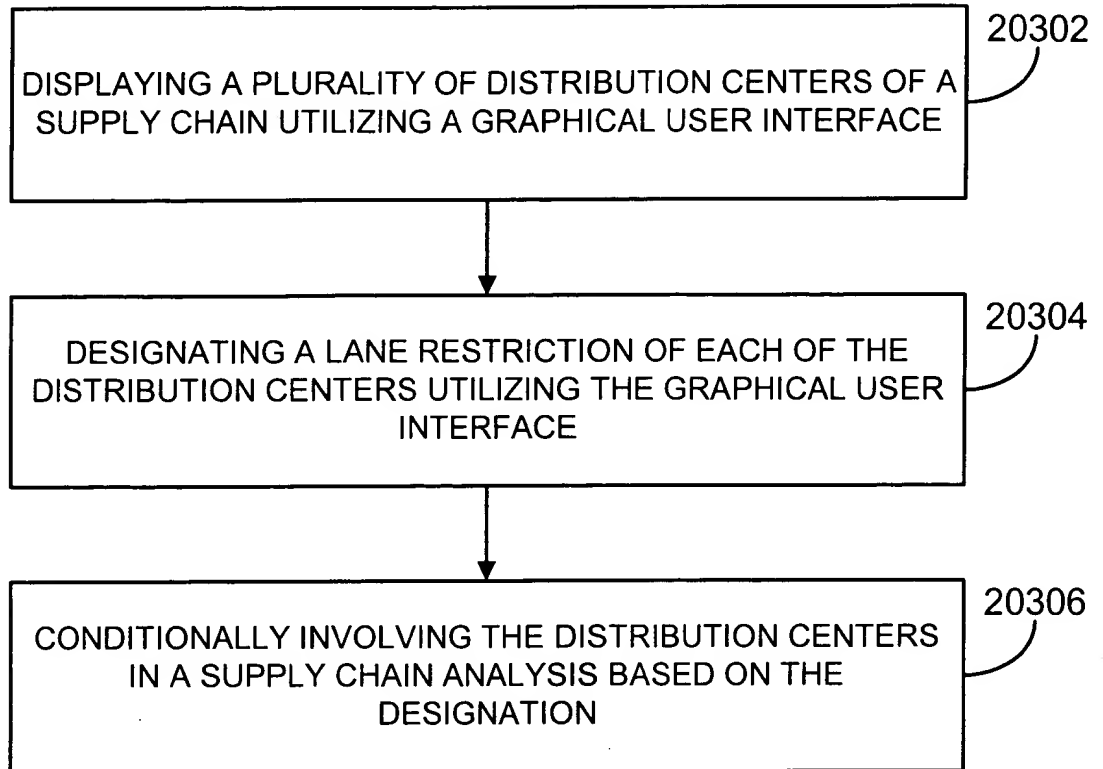

**AMERISERVE\POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

OK

FIG. 202



20300



**FIG. 203**

20400

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dleppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC. AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center          | Truckload Freight | Lane Distance |
|------------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE   | 1,617             |               |
| AMERISERVEPOST-DENVER        | 1,277             |               |
| AMERISERVEPOST-SALT LAKE, UT | 691               |               |

FIG. 204

20500

| Supplier FOB                 |              | Address |       |
|------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR     | Fort Smith   | AR      | 72904 |
| TYSON FOODS-GREEN FORREST AR | Green Forest | AR      | 72638 |
| TYSON FOODS-RUSSELVILLE AR   | Russelville  | AR      | 72801 |

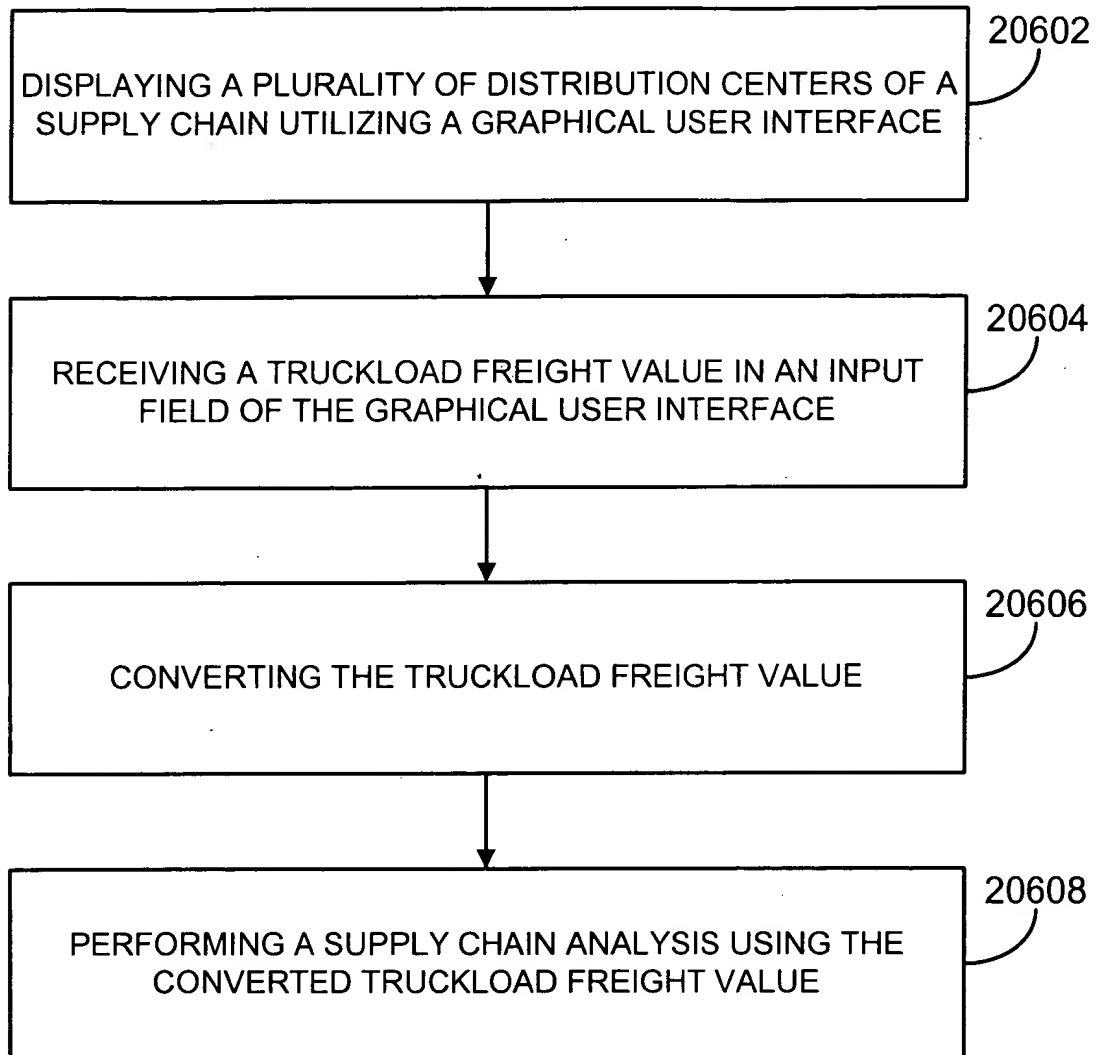
  

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|------------|
| PS-ATLANTA          | 15,000 |             |                |                    |                     | 1.10                 |            |
| PS-BURLINGTON       | 15,000 | 400.00      |                |                    |                     | 1.20                 |            |

FIG. 205

FIG. 20400 9269F360

20600



**FIG. 206**

FIG. 207

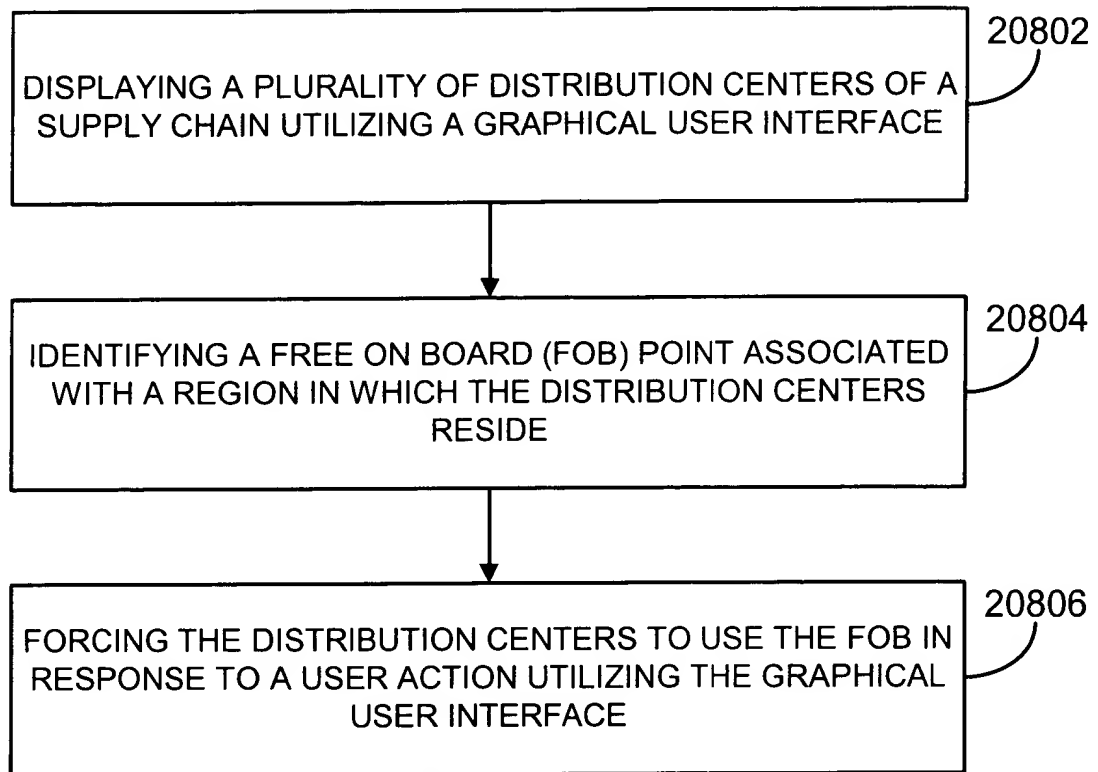
20700



| Analysis Region               |  | Force FOB                            |                          |
|-------------------------------|--|--------------------------------------|--------------------------|
| MCCABE-PORTLAND/RNW-ANCHORAGE |  | <input checked="" type="radio"/> Yes | <input type="radio"/> No |
|                               |  |                                      |                          |
| Distribution Center Name      |  | Site Role                            |                          |
| MCCABE QUALITY FOODS-PORTLAND |  | Corporate & FOB Point                |                          |
| RESTAURANTS NW-ANCHORAGE      |  | Corporate & FOB Point                |                          |

FIG. 207

20800



**FIG. 208**

20900

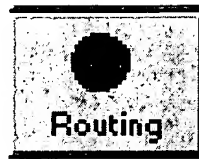


FIG. 209

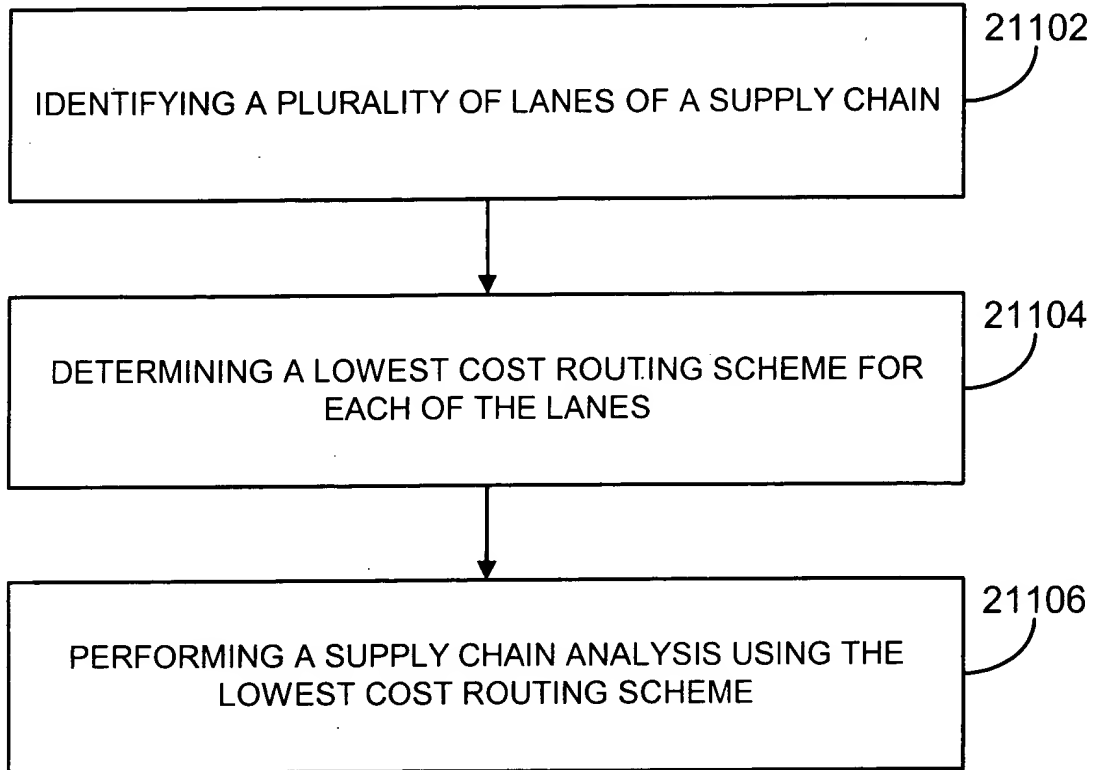
21000

| Report Selection   |                              |
|--|------------------------------|
| Report Type:   | Report Name:                 |
| Optimal Product Routing  | Freight Information Provided |
| <b>Report Parameters:</b><br>Supplier: (All)<br>Supplier FOB: (All)<br>Distribution Center: (All)<br>Version: Base Version   |                              |
| Freight Information Provided<br>LTL Routing Grid By Lane<br>Routing Results By Lane<br>Routing Results By Lane, Item<br>Routing Results w/ RDC Breakout By Lane<br>Routing Results w/ RDC Breakout By Lane, Item<br>TL Freight Variance Analysis |                              |

FIG. 210

FIG. 209

21100



**FIG. 211**

21200

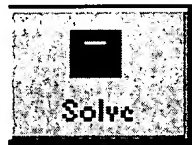


FIG. 212

21300

21302

**Report Selection**

| Report Type:            | Report Name:                    |
|-------------------------|---------------------------------|
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |
|                         |                                 |
|                         | ew Capacity & Prices            |

FIG. 213



21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

|                    |   |
|--------------------|---|
| Report Type:       | Report Name:                                |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

**FIG. 216**

21700

|   |
|---|
| Report Name:                                  |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

**FIG. 217**

FIG. 214

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

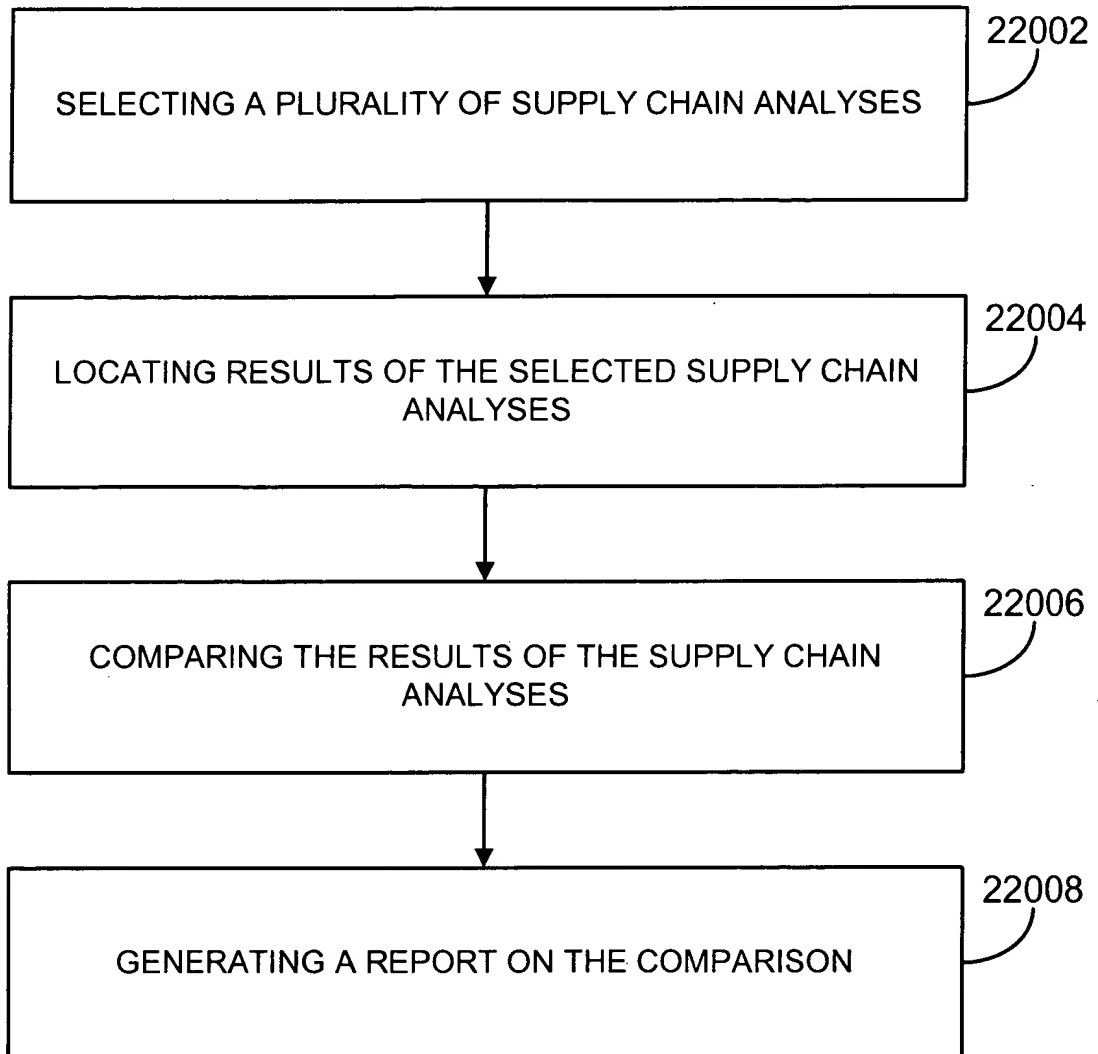
FIG. 218

21900



FIG. 219

22000



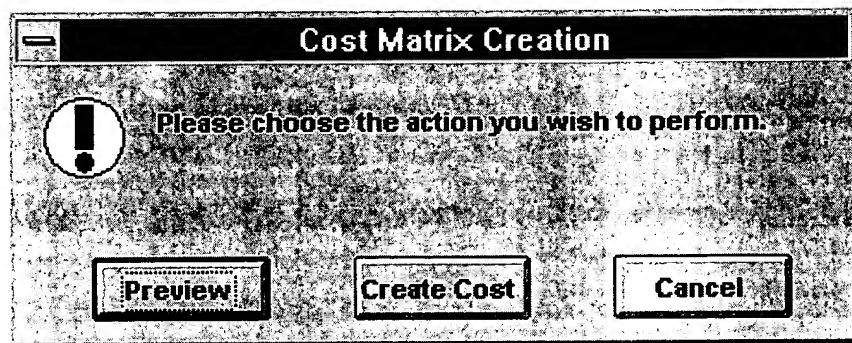
**FIG. 220**

22100



**FIG. 221**

22200



**FIG. 222**

FIG. 223

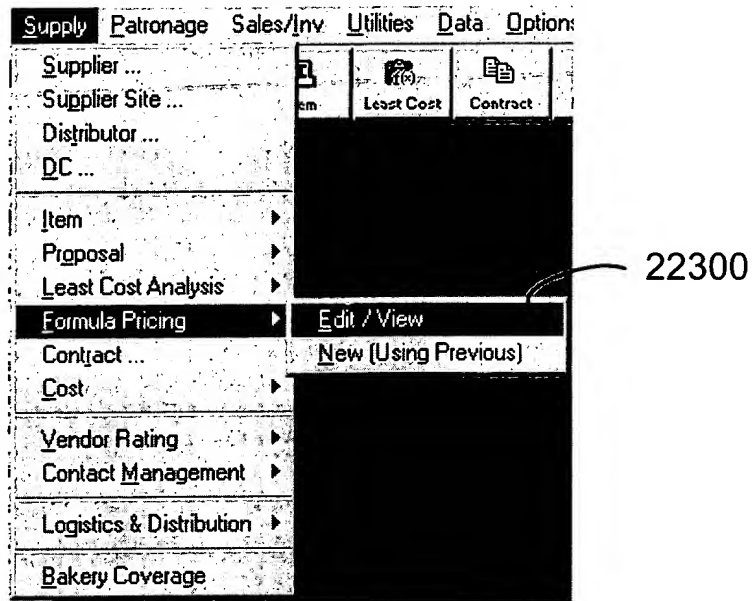


FIG. 223

22400

The image shows a window titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has a tabbed interface with tabs for 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'General Info' tab is selected. The form contains the following fields and values:

- Pricing ID: 12
- Description: Beef Pricing 04/06/01
- Item: BEEF - 77%
- Raw Material Pricing Date: 04/06/01
- From: 03/23/01
- To: 04/03/01
- Cost Matrix Begin Date: 03/15/01
- End Date: 03/28/01
- FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments |
|--------------|---------|---------|----------|------------|-------------|
|--------------|---------|---------|----------|------------|-------------|

| Date     | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 73%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 80%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 90%<br>LEAN YW | FRZN<br>DOM 90%<br>LEAN BL | IMP AUS<br>90% LEAN | Lean<br>Fine Tstr<br>Beef |
|----------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|
| 03/23/98 | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7960                    |
| 03/24/98 | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                    |
| 03/25/98 | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                    |
| 03/26/98 | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                    |
| 03/27/98 | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                    |
| 03/30/98 | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9870                     | 0.9650              | 0.7998                    |
| 03/31/98 | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                    |
| 04/01/98 | 0.8700                  | 0.9200                  | 0.9393                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.8840                    |
| 04/02/98 | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                    |
| 04/03/98 | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                    |
|          | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0950                  | 1.1210                     | 0.9572                     | 0.9659              | 0.8760                    |

FIG. 225

22600

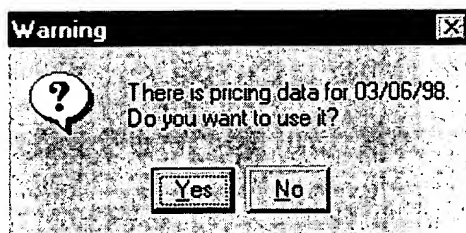


FIG. 226

22700

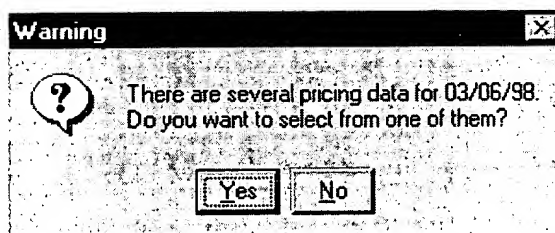


FIG. 227

22800

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing **Freight** Formulas Block Cost Adjustments

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229

FIG. 228

23000

| Formula Pricing - BEEF - 77% - 04/06/98 |        |         |        |         |        |          |        |            |        |             |        |        |        |        |        |        |        |
|---|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| General Info                            |        | Pricing |        | Freight |        | Formulas |        | Block Cost |        | Adjustments |        |        |        |        |        |        |        |
| Formula                                 | FD68TR |         | FD65TR |         | FD73TC |          | FD80LC |            | FD85LN |             | FD90LC |        | IMAU90 |        | LFTB   |        | Total  |
|   | Pct.   | Cost    | Pct.   | Cost    | Pct.   | Cost     | Pct.   | Cost       | Pct.   | Cost        | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   |        |
| AFS-1                                   | 0.3120 | 0.2871  |        |         |        |          |        |            |        |             | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1                                   | 0.1400 | 0.1295  | 0.2000 | 0.1949  | 0.1400 | 0.1368   |        |            |        |             | 0.2000 | 0.2190 | 0.3200 | 0.3139 |        |        | 0.9941 |
| GS-1                                    | 0.3270 | 0.3042  |        |         |        |          |        |            |        |             | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1                                   | 0.2414 | 0.2200  |        |         |        |          | 0.2179 | 0.2026     | 0.2179 | 0.2153      | 0.2179 | 0.2386 |        |        | 0.1050 | 0.0956 | 0.9721 |
| SER-1                                   | 0.3250 | 0.2926  |        |         |        |          |        |            |        |             | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1                                   | 0.3090 | 0.2766  |        |         |        |          |        |            |        |             | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9916 |
| WHI-1                                   | 0.3250 | 0.2958  |        |         |        |          |        |            |        |             | 0.1750 | 0.1989 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1                                   | 0.3325 | 0.2977  |        |         |        |          |        |            |        |             | 0.4675 | 0.5185 | 0.1000 | 0.0986 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98                      |                   |       |            |        |           |                                     |
|--|-------------------|-------|------------|--------|-----------|-------------------------------------|
| General Info Pricing Freight Formulas Block Cost Adjustments |                   |       |            |        |           |                                     |
| Formula  | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include?                            |
| AFS-1  | 0.9840            | 0.99  | \$0.9990   | 0.1232 | \$1.1222  | <input checked="" type="checkbox"/> |
| DIV-1  | 0.9941            | 0.98  | \$1.0123   | 0.1669 | \$1.1792  | <input checked="" type="checkbox"/> |
| GS-1   | 0.9866            | 0.98  | \$1.0037   | 0.1287 | \$1.1324  | <input checked="" type="checkbox"/> |
| S&C-1  | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | <input checked="" type="checkbox"/> |
| SER-1  | 0.9684            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | <input checked="" type="checkbox"/> |
| TEX-1  | 0.9916            | 0.99  | \$1.0067   | 0.1232 | \$1.1299  | <input checked="" type="checkbox"/> |
| WHI-1  | 0.9765            | 0.98  | \$0.9939   | 0.1275 | \$1.1214  | <input checked="" type="checkbox"/> |
| WIS-1  | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | <input checked="" type="checkbox"/> |

FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1   | 0.9840   | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1   | 0.9841   | 0.9820 | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1    | 0.9866   | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1   | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1   | 0.9884   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1   | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge        |

FIG. 232

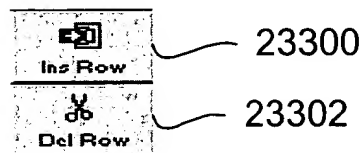


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance     |                                    |                                 |            |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                           | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE              | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH        | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                    |                                 |            |
| Material Type           |                                    | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                    | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                    | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                    | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                    | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                    |                                 | 100.0000%  |

FIG. 235

|                          |                 |             |           |               |                    |
|--------------------------|-----------------|-------------|-----------|---------------|--------------------|
| Supply                   | Patronage       | Sales/Inv   | Utilities | Window        | Help               |
| Supplier                 | Supplier Site   | Distributor | DC        | Item          | Proposal           |
| Least Cost Analysis      | Formula Pricing | Contract    | Cost      | Vendor Rating | Contact Management |
| Logistics & Distribution | Bakery Coverage |             |           |               |                    |

Least Cost

Contract

Edit / View

New (Using Previous)

Formula Maintenance

23600

FIG. 236